

THE
INDUSTRIAL
ARTS INDEX
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1938

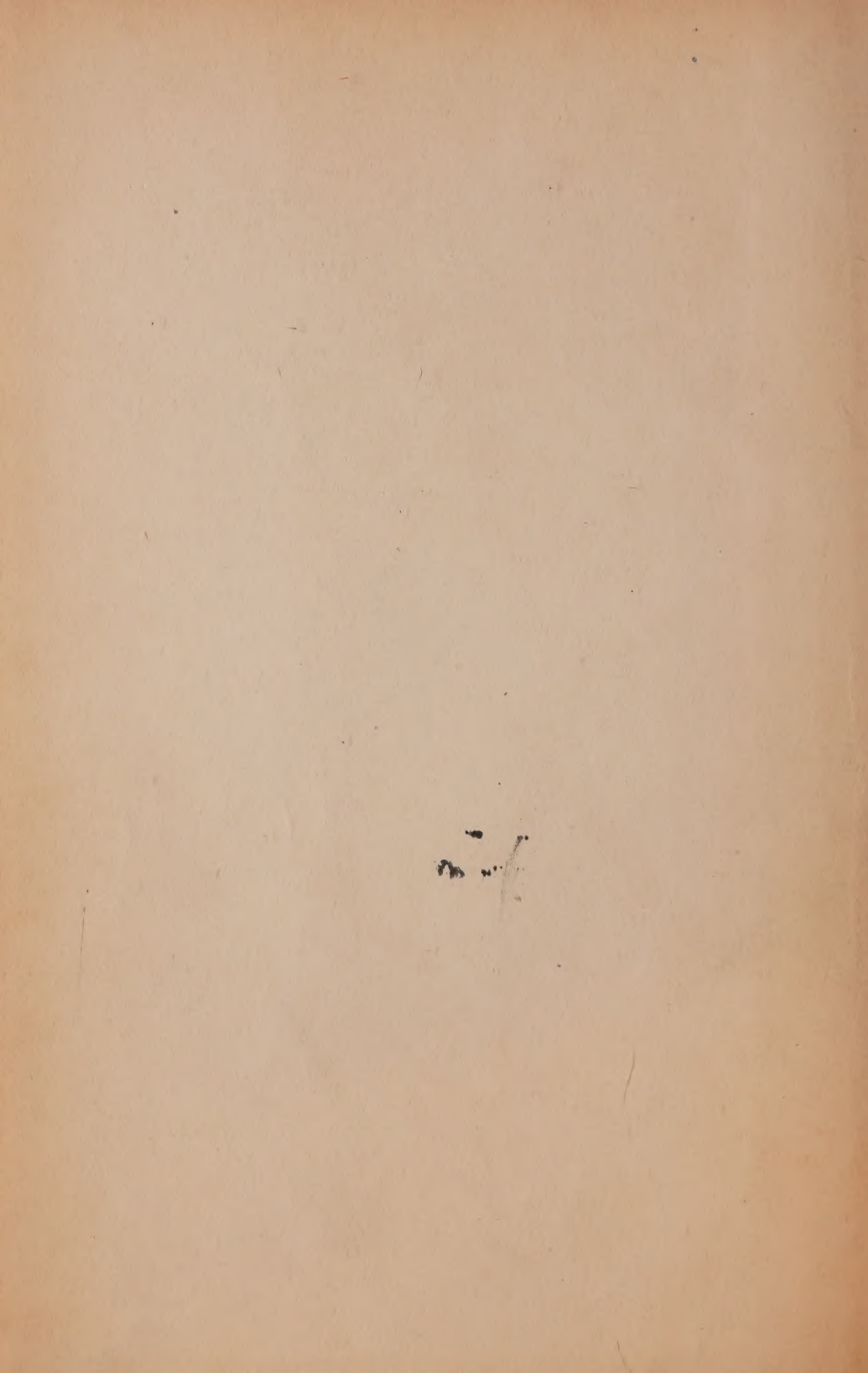
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THE INDUSTRIAL ARTS INDEX

TWENTY-SIXTH ANNUAL VOLUME

1938

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE
AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY

MARION E. POTTER, LOUISE D. TEICH,
LEONE BAKER, ADELINE MACRUM

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NEW YORK
THE H. W. WILSON COMPANY
1939

THE
INDUSTRIAL ARTS INDEX
TWENTYTH AND A HALF
1928
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PREFACE

The Industrial Arts Index completes its twenty-sixth year of publication with the present annual volume. In it are included the monthly numbers of the Index from December, 1937, thru November, 1938. In addition to the indexing of periodicals, there are included also 3009 book titles as well as many pamphlets, government and college bulletins, and bibliographies.

M. E. P.

List of Periodicals Indexed

- Adv & Sell**—Advertising and Selling. \$2; single numbers 25c. m Robbins Pub. Co, Inc, 9 E 38th St, New York
Changed to monthly beginning January, 1938
Extra Mid-February issue
- Aero Digest**—Aero Digest. \$3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York
Absorbed Aviation Engineering beginning July, 1933
- Air Commerce Bul**—Air Commerce Bulletin. m U. S. Civil Aeronautics Authority, Washington, D.C.
- Am Arch**—American Architect and Architecture. \$3; single numbers \$1. m Hearst Magazines, Inc, 572 Madison Av, New York
Merged with Architectural Record, March 1938
- Am Assn of Textile Chemists and Colorists.** Proceedings. Published in American Dyestuff Reporter
- Am Bankers Assn J.** See Banking
- Am Bld**—American Builder and Building Age. \$2; single numbers 25c. m Simmons-Boardman Pub. Co, 30 Church St, New York
- Am Business**—American Business combined with System. \$3; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago
Indexing began August 1935 when it was combined with System
- Am Cer Soc Bul**—Bulletin of the American Ceramic Society. \$1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio
- Am Cer Soc J**—Journal of the American Ceramic Society. \$15; single numbers \$1.50. m American Ceramic Society, 2525 N High St, Columbus, Ohio
- Am Chem Soc J**—Journal of the American Chemical Society. \$3.50. m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C.
- Am Concrete Inst J**—Journal of the American Concrete Institute. \$7.50; single numbers \$1.50. bi-m (except JI-Ag) American Concrete Institute, 7400 Second Blvd, Detroit, Mich.
Began publication as v 1 (Proceedings, v 26) November, 1929
- Am Dyestuff Rep**—American Dyestuff Reporter. \$5; single numbers 50c. bi-w Howes Pub. Co, Inc, 449 4th Av, New York
Includes Proceedings of American association of textile chemists and colorists
- Am Gas Assn**—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York
- Am Gas Assn Mo**—American Gas Association Monthly. \$3. m (bi-m JI-Ag) American Gas Assn, 420 Lexington Av, New York
- Am Gas J**—American Gas Journal. \$2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York
- Am Inst Chem Eng Trans**—American Institute of Chemical Engineers. Transactions. \$10; single numbers \$2. bi-m American Institute of Chemical Engineers, 29 W 39th St, New York
Changed from a quarterly to a bi-monthly beginning February 1938
- Am Inst E E J.** See Elec Eng
- Am Inst of Mining and Metallurgical Engineers.** See Min & Met
- Am J Sci**—American Journal of Science. \$6; single numbers 60c. m American Journal of Science, New Haven, Conn.
- Am Mach**—American Machinist. \$3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Am Pet Inst Proc**—American Petroleum Institute Proceedings. 50 W 50th St, New York
- Am Soc C E Proc**—Proceedings of the American Society of Civil Engineers. \$8; single numbers \$1. m (except JI and Ag) American Society of Civil Engineers, 33 W 39th St, New York
- Am Soc for Metals Trans**—Transactions of the American Society for Metals. \$5; single numbers \$2. q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio
Formerly Transactions of American Society for Steel Treating
- Am Soc Heat & V E J.** See Heating-Piping
- Am Soc M E J.** See Mech Eng
- Am Soc Steel Tr Trans.** See Am Soc for Metals Trans
- Am Soc T M Proc**—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia
- Am Statls Assn J**—Journal of the American Statistical Association. \$6; single numbers \$1.50. q American Statistical Association, 722 Woodward Bldg, Washington, D.C.
- Am Water Works Assn J**—Journal of the American Water Works Association. \$7; single numbers 75c. to members 50c. m American Water Works Assn, 22 E. 40th St, New York
April number reprinted with May issue to correct pagination. Discard April number
- Angew Chemie**—Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H, Corneliusstr. 3, Berlin W 35, Germany
- Ann Am Acad**—Annals of the American Academy of Political and Social Science. \$5; single numbers \$2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
- Annalist**—The Annalist. \$7; single numbers 20c. w New York Times Co, Times Square, New York
- Arch Forum**—Architectural Forum. \$4; single numbers \$1. m Time, Inc, 330 E 22d St, Chicago
- Arch Rec**—Architectural Record combined with American Architect and Architecture. \$3; single numbers \$1. m F. W. Dodge Corp, 115 W 40th St, New York
Purchased American Architect and Architecture, March 1938
- Assn of Sp Lib & Inf Bur Proc**—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 31 Museum St, London, W.C. 1
- Automobile Eng**—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1
Extra motor show review number published in November
- Automotive Ind**—Automotive Industries. \$1; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia

Publications of societies, institutions, etc. are listed under the names of the organizations.

- Aviation—Aviation.** \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Bankers M—Bankers Magazine.** \$5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York
- Bankers Mo—Bankers Monthly.** \$5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago
Formerly Rand McNally Bankers Monthly
- Banking—Banking; Journal of the American Bankers Association.** \$3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York
Formerly American Bankers Association Journal
- Barron's—Barron's.** \$10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York
- Bell System Tech J—Bell System Technical Journal.** \$1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York
- Blast F & Steel Pl—Blast Furnace and Steel Plant.** \$2; single numbers 50c. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa.
- Boston Soc C E J—Journal of the Boston Society of Civil Engineers.** \$4; single numbers \$1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston
- Brick & Clay Rec—Brick and Clay Record.** \$5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago
- Bul of Bibliography—Bulletin of Bibliography and Dramatic Index.** \$3; single numbers \$1. 3 issues a year F. W. Faxon Co, 83 Francis St, Boston
- Burroughs Clearing House—Burroughs Clearing House.** m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich.
- Bus Transportation—Bus Transportation.** \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Business Week—Business Week.** \$5; single numbers 20c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Can Chem & Met—Canadian Chemistry and Metallurgy.** \$4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago
Name changed to Canadian Chemistry and Process Industries, January, 1938
- Can Chem & Process Ind—Canadian Chemistry and Process Industries.** \$4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago
Formerly Canadian Chemistry and Metallurgy
- Can Eng—The Canadian Engineer.** \$3; single numbers 10c; \$4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2
- Can Min J—Canadian Mining Journal.** \$3. m National Business Publications, Ltd, Garden-ville, Que.
- Chem Age (Lond)—The Chemical Age.** 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4
- Chem & Ind—Chemistry and Industry.** £4 4s. single numbers 1s 10d. w Society of Chemical Industry, Clifton House, Euston Rd, London, N.W.1
Published as section of Journal of the Society of Chemical Industry until 1937
Subscription price includes Journal of the Society of Chemical Industry
- Chem & Met Eng—Chemical and Metallurgical Engineering.** \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Chem Ind—Chemical Industries.** \$3; single numbers 25c. m Haynes & George Co, 149 Temple St, New Haven, Conn.
Formerly Chemical Markets
Published twice in October
- Chem R—Chemical Reviews.** \$9. (\$7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Baltimore, Md.
- Chem Soc J—Journal of the Chemical Society.** £3 5s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1
- Chemische Fabrik—Die Chemische Fabrik.** RM 30; single numbers RM 1.80 bi-w Verlag Chemie, G.m.b.H. Corneliusstr. 3, Berlin W 35, Germany
- Chimie & Ind—Chimie & Industrie.** \$30. m Société de Chimie Industrielle, 23 Rue Saint-Dominique, Paris, France
- Civil Eng—Civil Engineering.** \$5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York
- Coal Age—Coal Age.** \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Comm & Fin—Commerce and Finance.** \$2.50; single numbers 25c. m Giant Publishing Corp, 95 Broad St, New York
Suspended publication July 24 to October 16, 1937
Changed from a bi-weekly to a monthly beginning March 1938
- Comm & Fin Chr—Commercial & Financial Chronicle.** \$18; single numbers 40c. w William E. Dana Co, 25 Spruce St, New York
Indexing resumed July 4, 1936
- Comm Rep—Commerce Reports.** \$2; single numbers 5c. w U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- Comp Air M—Compressed Air Magazine.** \$3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey
- Concrete—Concrete.** \$3; mill ed. \$4; single numbers 50c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago
- Consumers' Research Bul (Gen bul ser)—Consumers' Research Bulletin (Not Confidential).** \$1; single numbers 30c. q Consumers' Research, Inc, Washington, New Jersey
- Cornell Eng—Cornell Engineer.** \$1.50; single numbers 20c. m (except Je-S) Cornell University, Ithaca, N.Y.
Replaces Cornell Civil Engineer and Sibley Journal of Engineering
- Credit & Fin Management—Credit and Financial Management.** \$3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York
- Dom Eng—Domestic Engineering.** \$2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago
- Dun & Bradstreet—Dun & Bradstreet Monthly Review.** \$5; single numbers 50c. m Dun & Bradstreet, Inc, 290 Broadway, New York
Name changed to Dun's Review beginning February, 1937
- Dun's R—Dun's Review.** \$4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York
Formerly Dun & Bradstreet Monthly Review
- Dun's Statis R—Dun's Statistical Review.** \$1; single numbers 10c. m Dun & Bradstreet, Inc, 290 Broadway, New York
- East Underw—Eastern Underwriter.** \$3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York
- Econ Geol—Economic Geology.** \$5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa.
- Economist—Economist.** £2 18s; colonies £3 1s; single numbers 1s. w Economist Newspaper, Ltd, 8 Bouverie St, London, E.C. 4
- Edison Elec Inst Bul—Edison Electric Institute Bulletin.** \$2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York
Began publication April, 1933 as successor to N E L A Bulletin

List of Periodicals Indexed

- Adv & Sell**—Advertising and Selling. \$2; single numbers 25c. m Robbins Pub. Co, Inc, 9 E 38th St, New York
Changed to monthly beginning January, 1933
Extra Mid-February issue
- Aero Digest**—Aero Digest. \$3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York
Absorbed Aviation Engineering beginning July, 1933
- Air Commerce Bul**—Air Commerce Bulletin. m U. S. Civil Aeronautics Authority, Washington, D.C.
- Am Arch**—American Architect and Architecture. \$3; single numbers \$1. m Hearst Magazines, Inc, 572 Madison Av, New York
Merged with Architectural Record, March 1938
- Am Assn of Textile Chemists and Colorists**. Proceedings. Published in American Dyestuff Reporter
- Am Bankers Assn J**. See Banking
- Am Bld**—American Builder and Building Age. \$2; single numbers 25c. m Simmons-Boardman Pub. Co, 30 Church St, New York
- Am Business**—American Business combined with System. \$3; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago
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- Am Cer Soc J**—Journal of the American Ceramic Society. \$15; single numbers \$1.50. m American Ceramic Society, 2525 N High St, Columbus, Ohio
- Am Chem Soc J**—Journal of the American Chemical Society. \$8.50. m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C.
- Am Concrete Inst J**—Journal of the American Concrete Institute. \$7.50; single numbers \$1.50. bi-m (except JI-Ag) American Concrete Institute, 7400 Second Blvd, Detroit, Mich.
Began publication as v 1 (Proceedings, v 26) November, 1929
- Am Dyestuff Rep**—American Dyestuff Reporter. \$5; single numbers 50c. bi-w Howes Pub. Co, Inc, 440 4th Av, New York
Includes Proceedings of American association of textile chemists and colorists
- Am Gas Assn**—American Gas Association. Annual conventions. Proceedings, annual American Gas Association, Inc, 420 Lexington Av, New York
- Am Gas Assn Mo**—American Gas Association Monthly. \$3. m (bi-m JI-Ag) American Gas Assn, 420 Lexington Av, New York
- Am Gas J**—American Gas Journal. \$2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York
- Am Inst Chem Eng Trans**—American Institute of Chemical Engineers. Transactions. \$10; single numbers \$2. bi-m American Institute of Chemical Engineers, 29 W 39th St, New York
Changed from a quarterly to a bi-monthly beginning February 1938
- Am Inst E E J**. See Elec Eng
- Am Inst of Mining and Metallurgical Engineers**. See Min & Met
- Am J Sci**—American Journal of Science. \$6; single numbers 60c. m American Journal of Science, New Haven, Conn.
- Am Mach**—American Machinist. \$3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Am Pet Inst Proc**—American Petroleum Institute Proceedings. 50 W 50th St, New York
- Am Soc C E Proc**—Proceedings of the American Society of Civil Engineers. \$8; single numbers \$1. m (except JI and Ag) American Society of Civil Engineers, 33 W 39th St, New York
- Am Soc for Metals Trans**—Transactions of the American Society for Metals. \$5; single numbers \$2. q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio
Formerly Transactions of American Society for Steel Treating
- Am Soc Heat & V E J**. See Heating-Piping
- Am Soc M E J**. See Mech Eng
- Am Soc Steel Tr Trans**. See Am Soc for Metals Trans
- Am Soc T M Proc**—American Society for Testing Materials. Proceedings, annual American Society for Testing Materials, 260 S Broad St, Philadelphia
- Am Statis Assn J**—Journal of the American Statistical Association. \$6; single numbers \$1.50. q American Statistical Association, 722 Woodward Bldg, Washington, D.C.
- Am Water Works Assn J**—Journal of the American Water Works Association. \$7; single numbers 75c. to members 50c. m American Water Works Assn, 22 E. 40th St, New York
April number reprinted with May issue to correct pagination. Discard April number
- Angew Chemie**—Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H., Corneliusstr. 3, Berlin W 35, Germany
- Ann Am Acad**—Annals of the American Academy of Political and Social Science. \$5; single numbers \$2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
- Annalist**—The Annalist. \$7; single numbers 20c. w New York Times Co, Times Square, New York
- Arch Forum**—Architectural Forum. \$4; single numbers \$1. m Time, Inc, 330 E 24 St, Chicago
- Arch Rec**—Architectural Record combined with American Architect and Architecture. \$3; single numbers \$1. m F. W. Dodge Corp, 115 W 40th St, New York
Purchased American Architect and Architecture, March 1938
- Assn of Sp Lib & Inf Bur Proc**—Association of Special Libraries and Information Bureaus Proceedings. 5s, annual Association of Special Libraries and Information Bureaus, 31 Museum St, London, W.C. 1
- Automobile Eng**—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1
Extra motor show review number published in November
- Automotive Ind**—Automotive Industries. \$1; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia

- Inst Mech Eng Proc**—Institution of Mechanical Engineers. Proceedings. *irr* Institution of Mechanical Engineers. Storey's Gate, St. James's Park, London, S.W. 1
- Inst Pet Tech J**—Journal of the Institution of Petroleum Technologists. single numbers 75 6d. *m* Institute of Petroleum, The Adelphi, London, W.C. 2
Name changed to Journal of the Institute of Petroleum, January, 1939
- Inst Radio Eng Proc**—Proceedings of the Institute of Radio Engineers. \$10; single numbers \$1. *m* Institute of Radio Engineers, Inc, 330 W 42d St, New York
- Int Labour R**—International Labour Review. \$6; single numbers 60c. *m* International Labour Office, 734 Jackson Pl, Washington, D.C.
- Inv Banking**—Investment Banking. *irr* Investment Bankers Association of America, 33 S Clark St, Chicago
- Iron Age**—Iron Age. \$6; single numbers 25c. *w* Chilton Co, Chestnut & 56th Sts, Philadelphia; 239 W 39th St, New York
- Iron & Steel Inst J**—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 4, Grosvenor Gardens, London, S. W. 1
- J Account**—Journal of Accountancy. \$4; single numbers 35c. *m* American Institute Pub. Co, Inc, 13 E 41st St, New York
- J Business**—Journal of Business of the University of Chicago. \$4; single numbers \$1.25. *q* University of Chicago Press, 5750 Ellis Av, Chicago
- J Chem Educ**—Journal of Chemical Education. \$3; single numbers 50c. *m* Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa.
- J Eng Educ**—Journal of Engineering Education. \$3; single numbers 50c. *m* except (Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa.
- J Fr Inst**—See Franklin Inst J
- J Ind & Eng Chem**—See Ind & Eng Chem
- J Ind Hygiene**—The Journal of Industrial Hygiene and Toxicology. \$6; single numbers 75c. *m* (except Jl and Ag) Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore, Md.
- J Land & Pub Util Econ**—Journal of Land and Public Utility Economics. \$5; single numbers \$1.25. *q* Northwestern University, 337 E. Chicago Av, Chicago
- J Phys Chem**—The Journal of Physical Chemistry. \$10; single numbers \$1.50. *m* (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore, Md.
- J Research Nat Bur Stand**—Journal of Research of the National Bureau of Standards. \$3.50; single numbers 30c. *m* Superintendent of Documents, Washington, D. C.
- Lib J**—Library Journal. \$5; single numbers 25c. s-*m* (*m* during Jl and Ag) R. R. Bowker Co, 62 W 45th St, New York
Articles of interest to special libraries are indexed
- Light & Lighting**—Light and Lighting. 10s 6d; single numbers 9d. *m* Light and Lighting, 32 Victoria St, London, S.W.1
Formerly Illuminating Engineer. Name changed January, 1936
- Locomotive**—Locomotive. 50c; single numbers gratis; recent bound volumes \$1. *q* Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn.
- Mach**—Machinery. \$3; single numbers 35c. *m* Industrial Press, 148 Lafayette St, New York
- Mag of Wall St**—Magazine of Wall Street and Business Analyst. \$7.50; single numbers 35c. bi-*w* Ticker Pub. Co, Inc, 90 Broad St, New York
Extra number, Manual of Magazine of Wall Street published annually in March
- Management R**—Management Review. \$5; single numbers 50c. *m* American Management Association, 330 W 42d St, New York
Formerly American Management Review
- Manuf Rec**—Manufacturers Record. \$2; single numbers 25c. *m* Manufacturers Record Publishing Co, Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md.
- Marine Eng**—Marine Engineering and Shipping Review. \$3; single numbers 35c. *m* Simmons-Boardman Pub. Co, 30 Church St, New York
Acquired Marine Review and name changed to Marine Engineering and Shipping Review, November 1935
- Mass Transportation**—Mass Transportation. \$1.50; single numbers 25c. *m* Kenfield-Davis Pub. Co, 431 S. Dearborn St, Chicago
Formerly Electric Traction and Bus Journal
- Mech Eng**—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. \$5; single numbers 60c. *m* American Society of Mechanical Engineers, 29 W 39th St, New York
- Mech Handling**—Mechanical Handling and Conveying. 12s; single numbers 10d. *m* Louis Cassier Co, Ltd 22, Henrietta St, Covent Garden, London, W.C. 2
- Metal Ind**—Metal Industry. \$2; single numbers 20c. *m* Metal Industry Pub. Co, Inc, 116 John St, New York
Merged with Platers' Guide, August, 1936
- Metal Prog**—Metal Progress. \$5; single numbers \$1. *m* American Society for Metals, 7016 Euclid Av, Cleveland, O.
- Metals & Alloys**—Metals and Alloys. \$2; single numbers 25c. *m* Reinhold Pub. Corp, 330 W 42d St, New York
- Min & Met**—Mining and Metallurgy. \$3; single numbers 50c. *m* American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York
- Min Cong J**—Mining Congress Journal. \$2; single numbers 20c. *m* American Mining Congress, 309 Munsey Bldg, Washington, D.C.
- Mo U Sch Mines & Met Bul tech ser**—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. *irr* Univ. of Mo, Rolla
- Mod Plastics**—Modern Plastics. \$5; single numbers 50c. *m* Breskin & Charlton Pub. Corp, 122 E 42d St, New York
Formerly Plastic Products
- Monthly Labor R**—Monthly Labor Review. \$3.50; single numbers 30c. *m* Superintendent of Documents, Washington, D.C.
Free to labor departments and bureaus and other offices connected with the administration of labor laws
- N A C A Bul**—N.A.C.A. Bulletin. s-*m* National Association of Cost Accountants, 355 Madison Av, New York
Distributed regularly only to members of the Association
- N E Water Works Assn J**—Journal of the New England Water Works Association. \$4; single numbers \$1.25. *q* New England Water Works Association, 613 Statler Bldg, Boston
- Nat City Bank**—National City Bank of New York. *m* 55 Wall St, New York
- Nat Pet N**—National Petroleum News. \$3; single numbers 10c. *w* National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O.
- Nat Research Council Bul**—National Research Council Bulletin. *irr* National Research Council, Publication office, Washington, D.C.
Individual numbers variously priced. Price-list sent on request
- Nat Safety N**—National Safety News. \$4; single numbers 40c. *m* National Safety Council, Inc, 20 N Wacker Drive, Chicago
- Nat Underw**—National Underwriter. \$4; single numbers 20c. *w* National Underwriter Co, 175 W Jackson Blvd, Chicago
Extra number (Auto ins no) published in April
- Nat Underw (Life ed)**—National Underwriter Life Insurance Edition. \$3; single numbers 15c. *w* National Underwriter Co, 175 W Jackson Blvd, Chicago
Extra number, American Life convention issue, published October 15

- Nation's Business**—Nation's Business. \$3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W, Washington, D.C.
- N Y Pub Lib Bul**—New York Public Library. Bulletin. \$1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York
Bibliographies of interest to special libraries are indexed
- New England Water Works Assn.** See **N E Water Works Assn J**
- Oil & Gas J**—Oil and Gas Journal. \$6; single numbers 20c. w Petroleum Pub. Co, 211 South Cheyenne Av, Tulsa, Oklahoma
- Oil Paint & Drug Rep**—Oil, Paint and Drug Reporter. \$5; single numbers 15c. w Oil, Paint and Drug Pub. Co, Inc, 59 John St, New York
- Opt Soc Am J**—Journal of the Optical Society of America. \$6; single numbers 60c. m American Institute of Physics, Inc, 175 Fifth Av, New York
- Paper Tr J**—Paper Trade Journal. \$4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York
- Personnel J**—Personnel Journal. \$5; single numbers 75c. m (except JI and Ag) Personnel Research Federation, 60 E 42d St, New York
- Pet Age**—Petroleum Age. \$1; single numbers 25c. m Petroleum Age Pub. Co, 500 N Dearborn St, Chicago
Suspended publication with December 1937 issue
- Phys R**—The Physical Review. Second Series. \$15; single numbers 75c. s-m American Institute of Physics, Inc, 175 Fifth Av, New York
- Plastic Prod**—Plastic Products. See **Modern Plastics**
- Power**—Power. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
Extra number published in Mid-December
- Power Pl Eng**—Power Plant Engineering. \$2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago
- Ptg Art**—Printing Art. \$10 for six issues; single numbers \$2. Dartnell Corp, 4660 Ravenswood Av, Chicago
Formerly Printing Art Quarterly
- Ptg Art Q**—Printing Art Quarterly. \$5; single numbers \$1.50. q Dartnell Corp, 4660 Ravenswood Av, Chicago
Formerly Printed Salesmanship, The Printing Art Quarterly
Name changed to Printing Art beginning with v 67, no 4
- Ptr Ink**—Printers' Ink. \$3; single numbers 10c. w Printers' Ink Pub. Co, Inc, 185 Madison Av, New York
- Ptr Ink Mo**—Printers' Ink Monthly. \$2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York
- Pub Health Rep**—Public Health Reports. \$2; single numbers 5c. w Superintendent of Documents, Washington, D.C.
Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.
- Pub Roads**—Public Roads. \$1; single numbers 10c. m Superintendent of Documents, Washington, D.C.
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Resumed indexing February, 1936
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- Rs Mod Phys**—Reviews of Modern Physics. \$4; single numbers \$1.20. q American Institute of Physics, Inc, 175 Fifth Av, New York
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Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month
- Sci Am**—Scientific American. \$4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York
- Science**—Science. \$6; single numbers 15c. w Science Press, Grand Central Terminal, New York
- Sheet Metal Worker**—Sheet Metal Worker. \$2; single numbers 25c. m Edwin A. Scott Pub. Co, Inc, 45 W 45th St, New York
- Sibley J.** See **Cornell Eng**
- Soc Chem Ind J**—Journal of the Society of Chemical Industry. £4 4s. m Society of Chemical Industry, Clifton House, Euston Rd, London, N.W.1
In two separately paged sections; Transactions and British Chemical Abstracts
Price includes Chemistry & Industry formerly a section of the Journal
- Soc Dyers & Col J**—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England

Soc for Advan of Management J—Society for the Advancement of Management Journal. \$6. bi-m Society for the Advancement of Management, 29 W 39th St, New York
Formerly Taylor Soc & Soc Ind Eng Bul

Soc Ing Civils Mémoires—Mémoires de la Société des Ingénieurs Civils de France. 200 fr. bi-m Hotel de La Société, 19, Rue Blanche, Paris, France (9°)

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Changed from weekly to bi-weekly July 11, 1935, v 135, no 1

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System—System and Business Management. See American Business

Taylor Soc & Soc Ind Eng Bul. See Soc for Advan of Management J

Textile Col—Textile Colorist. \$5. m Textile Colorist, Inc, 233 Broadway, New York

Textile Inst J—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England

Textile World—Textile World. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York

Extra annual review number published in February

Transit J—Transit Journal. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Extra convention number published September 26
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* Bul.—U. S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Promotion
* Ser.—U. S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics. Bulletin. Distributed free of charge. U. S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States. Bureau of Mines. Bulletin. U. S. Bureau of Mines, Washington, D.C.

U S Bur Mines Information CIRC—United States. † Bureau of Mines. Information Circular. U. S. Bureau of Mines, Washington, D.C.

U S Bur Mines Rep of Invest—United States. † Bureau of Mines. Reports of Investigations. U. S. Bureau of Mines, Washington, D.C.

U S Bur Mines Tech Pa—United States. Bureau of mines. Technical Paper. U. S. Bureau of Mines, Washington, D.C.

U S Geol S Bul—United States Geological Survey. Bulletin. U. S. Geological Survey, Washington, D.C.

U S Geol S Professional Pa—United States Geological Survey. Professional Paper. U. S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Twenty-third annual report 1937, including Technical reports nos. 577-611

U S Nat Bur Stand—United States National † Bureau of Standards. Circular. U. S. National Bureau of Standards, Washington, D.C.

U S Women's Bur Bul—United States. Women's Bureau. Bulletin. U. S. Women's Bureau, Washington, D.C.

V D I—Zeitschrift des Vereines Deutscher Ingenieure. RM 42; single numbers RM 1.75 w VDI-Verlag G. m. b. H., Dorotheenstr. 40, Berlin NW 7, Germany

W Soc E J—Journal of the Western Society of Engineers. \$3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago

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Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer. 32s; single numbers 2s 8d. m Liffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1
Formerly Experimental Wireless and The Wireless Engineer

Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis, Madison

Zeit Ver Deutsch Ing—See V D I

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- Appleton-Century. D. Appleton-Century Co, Inc, 35 W 32d St, N.Y.
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- Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.
- Bruce Pub. Bruce Publishing Company, 524-544 N Milwaukee St, Milwaukee, Wis; 330 W 42d St, N.Y.
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- Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.
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- Chemical Pub. Co, 300 N 3d St, Easton, Pa.
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- Columbia Univ. Press, 2960 Broadway, N.Y.
- American Agents for the Publications of the League of Nations and the World Court Commerce Clearing House. Commerce Clearing House, Inc, Loose Leaf Service Division of The Corporation Trust Company, 205 W Monroe St, Chicago; 350 5th Av, N.Y.
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- Crowell. T. Y. Crowell Company, 432 4th Av, N.Y.
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- Engineers Book Shop, 168 E 46th St, New York
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- Holt. Henry Holt & Co, 257 4th Av, N.Y.; 2626 Prairie Av, Chicago
- Houghton. Houghton, Mifflin Co, 2 Park St, Boston; 356 4th Av, N.Y.; 2600 Prairie Av, Chicago; 500 Howard St, San Francisco
- Int. Labor Office. International Labor Office, 734 Jackson Pl, NW, Washington, D.C.
- Knopf. Alfred A. Knopf, 501 Madison Av, N.Y.
- Lippincott. J. B. Lippincott Co, 227-231 S 6th St, Philadelphia
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- McGraw-Hill. McGraw-Hill Bk. Co, Inc, 330 W 42d St, N.Y.
- Macmillan. The Macmillan Co, 60 5th Av, N.Y.
- Manual Arts Press, 237 N Monroe St, Peoria, Ill.
- Nat. Bur. Econ. Research. National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.
- Nat. Ind. Conf. Bd. National Industrial Conference Board, Inc, 247 Park Av, N.Y.
- National Research Council, 2101 Constitution Av, NW, Washington, D.C.
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- South-Western Pub. Co, Inc, 201 W 4th St, Cincinnati; 354 4th Av, N.Y.
- Special Lib. Assn. Special Libraries Association, 345 Hudson St, N.Y.
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- Stanford Univ. Press, Stanford University, Calif.
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- Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.
- Teachers College, Columbia University, 525 W 120th St, N.Y.
- Univ. of Chicago Press, 5750 Ellis Av, Chicago
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- Wilson. H. W. H. W. Wilson Co, 950-972 University Av, N.Y.
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- Workers Educ. Bur. Workers Educational Bureau of America, 1440 Broadway, N.Y.
- World Peace Foundation, 40 Mt Vernon St, Boston (9)
- Yale Univ. Press, 143 Elm St, New Haven, Conn; 386 4th Av, N.Y.

Industrial Arts Index

A Cumulative Index to Engineering, Trade and Business Periodicals

1938

A & P. See Great Atlantic and Pacific tea company

A.P.W. paper company
Balance sheets June 30, 1937 and 1938. *Comm & Fin Chr* 147:2235 O 8 '38

AALTO, Alvar
Finland's modern master. *Arch Forum* 68: sup8 Ap '38

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ABBOTT, Clarence Eugene, 1881-
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ABBOTT, George
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ABBOTT laboratories
Dedication of new building. *Science* 88:348 O 14 '38

Dollars that multiply. *J. T. Milliken. Barron's* 18:3-4 Jl 25 '38

Group of magazine covers for the Abbott laboratories' house publication, *What's new.* *J. N. Krohne. il Ptg Art Q* 67 no 3:33-48 '38

Marks fiftieth year. *il Oil Paint & Drug Rep* 134:27 O 3 '38

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Stocks cheap on earning power. *R. Merrill. Mag of Wall St* 61:586 F 12 '38

ABBREVIATIONS

See also
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Symbols

ABEL, John Jacob, 1857-1938
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Award of the Laetare medal. *Science* 87:294 Ap 1 '38

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Bridges

Concrete bridge 344 feet long without expansion joints. *S. C. Watkins. il diags Pub Works* 69:23-4 Ag '38

Water supply

Building an 84 mgd industrial water supply system. *S. C. Watkins. il Pub Works* 69: 28-9 Jl '38

ABERRATION, Chromatic. See Achromatism

ABIETIC acid

Concerning dehydroabietic acid and the structure of pine resin acids. *L. F. Fieser and W. P. Campbell. bibliog Am Chem Soc J* 60:159-70 Ja '38

Dihydroabietic acids from so-called pyroabietic acids. *E. E. Fleck and S. Palkin. bibliog Am Chem Soc J* 60:2621-2 N '38

Drastic saponification method for difficultly saponifiable esters; use of sodium methoxide in cyclohexanol and methanol. *W. E. Shafer and J. Piccard. bibliog diag Ind & Eng Chem Anal* ed 10:516-17 S 15 '38

Nature of pyroabietic acids. *E. E. Fleck and S. Palkin. Am Chem Soc J* 60:921-5 Ap '38

Reactions involved in the sulfonation of heat treated abietic acid. *T. Hasselstrom and J. D. McPherson. bibliog Am Chem Soc J* 60:2340-1 O '38

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Substitution reactions of dehydroabietic acid. *L. F. Fieser and W. P. Campbell. bibliog Am Chem Soc J* 60:2631-6 N '38

ABILITY

Adult abilities; a study of university extension students. *H. Sorenson. 190p \$2 Univ. of Minnesota press, Minneapolis '38*

Minnesota studies in articulation. 128p pa gratis Minnesota Univ. Committee on educational research, Minneapolis '37

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Success

ABILITY tests

Analysis of the first trial of the black cube worksample 167. (Human engineering laboratory technical report no. 14) 102p \$1 Human engineering laboratory, Stevens institute of technology, Hoboken, N.J. '38

Aptitude tests and their application. *R. H. Leukart. J Business* 11:79-80 pt 2 Ja '38

Business quiz; a true-false test. *Dun's R 45: 11-13 D '37; 46:9-11 Mr '38*

Civil service manual; mental tests for federal examinations. *J. A. Zappa. 141p Civil service research publications, Brooklyn, N.Y. '38*

Clerical tests in state reformatory, St Cloud, Minn. *W. M. Hales. Personnel J* 16:316-24 Ap '38

How accurately can aptitude tests appraise potential sales ability? *Sales Management* 43:56+ N 1 '38

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Individual diagnosis; a manual for the employment office. *N. W. Morton. 123p bibliog (p16-19) \$1.75 McGill Univ, Montreal '37*

Inspection for inspectors; tests show a wide variation in ability. *C. A. Drake. il Am Mach* 82:766-8 Ag 24 '38

Manual for administration and interpretation of 1938 Iowa every-pupil tests of basic skills. 84p State univ. of Iowa, Iowa City '38

Measuring achievement in physical education. *R. B. Glassow and M. R. Broer. 344p \$2.75 Saunders '38*

Mechanical ability of deaf children. *M. B. Stanton. 65p bibliog (p63-5) \$1.60 Teachers college '38*

Plateaus and the curve of learning in motor skill. *D. Kao. 94p Psychological review co, Ohio state univ, Columbus, Ohio '37*

ABILITY tests—Continued

- Primary mental abilities. L. L. Thurstone. 121p pa \$2 Univ. of Chicago press '38
- Psycho-technical laboratory for testing candidates for employment on the French state railways. *Il Engineer* 165:546-7 My 13 '38
- Report of a study done in a watch factory; abstract. B. Candee and M. Blum. *Management R* 27:24 Ja '38
- Scholastic, economic, and social backgrounds of unemployed youth. W. F. Dearborn and J. W. M. Rothney. 172p \$1.50 bibliog(pl5-72) Harvard univ. press '38
- Selection tests for process workers. W. G. Hiscock. *Textile Col* 60:603-4 S '38
- Social work ability; validity of the merit system in selection of social workers. L. F. Carter. *Personnel J* 17:1-3 My '38
- Student guidance techniques; a handbook for counselors in high schools and colleges. D. G. Paterson, G. G. Schnedler and E. G. Williamson. 316p bibliog(p4-5) \$3 McGraw-Hill '38
- Technique of testing. C. A. Drake and H. D. Oleen. *Il Factory Management* 96:71-8 Mr '38
- Testing movement; the report of the committee. 39p American council on education, Washington, D.C. '37
- Tests in selecting employees. E. J. Bengel. *Soc for Advan of Management J* 3:72-5 Mr '38
- When tests are used; abstract. W. V. Bingham. *Personnel J* 17:75-6 Je '38
- Why pick inspectors who can't inspect? H. D. Oleen. *Il Factory Management* 96:83-5 Ja '38
- ABILITY power and paper company**
- Plan of sale dismissed by court. *Comm & Fin Chr* 146:586 Ja 22 '38
- Reorganization plan. *Paper Tr J* 106:20 Ap 7 '38
- Ripley committee to continue efforts to effect reorganization. *Comm & Fin Chr* 146:898 F 5 '38

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- Nickel-boron cast iron for resistance to abrasion. W. F. Hirsch. *Il Metal Prog* 34:230-2+ S '38
- Schmelzbasalt als verschleisschutz in der aufbereitung. L. Goldmann. *diags V D I* 82:679-80 My 28 '38

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- Determination of the size of fine abrasive powders; a comparative study of microprojection and sedimentation methods. F. L. Jones. *Ind & Eng Chem Anal ed* 10:45-7 Ja 15 '38
- Finishing microscopic specimens for laboratory work. H. J. Wills. *Il Mach* 45:80-1 O '38
- Grits for grinding. P. H. Smith. *Il Sci Am* 158:260, 266-9 My '38
- A look ahead in the abrasive industry. H. W. Dunbar. *Iron Age* 142:39-40 S 29 '38
- Quest for hard materials. F. J. Tone. *Il Ind & Eng Chem* 30:232-42 F '38

See also

Polishing
Sandpaper

ABSOLUTE electrometer. See *Electrometers*

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- Absorption of carbon dioxide. D. H. Killeffer. *Ind & Eng Chem* 29:1293 N '37
- Absorption of gases to form chemical compounds. A. H. O. Johnson. *Inst Chem Eng Trans* 15:253-4 '37
- Absorption of nitrogen dioxide by aqueous solutions. F. S. Chambers, Jr. and T. K. Sherwood. *bibliog diags Am Inst Chem Eng Trans* 33:579-602 D '37; Same. *Ind & Eng Chem* 29:1415-22 D '37; Discussion. F. C. Zelsberg. *Am Inst Chem Eng Trans* 33:603 D '37
- Absorption of SO₂ in water in a tower packed with wood-lattice grids. C. E. Reley. *bibliog flow sheet diags Paper Tr J* 107:93-8 S 15 '38
- Adsorption, absorption and condensation in recovery of solvents. C. A. Bulkeley. *diags Chem & Met Eng* 45:300-5 Je '38

Chemical dehumidification of air by adsorption and absorption. A. Weisselberg. *diags Chem & Met Eng* 45:418-21 Ag '38

Displacement of nitrogen from and its solution in certain reagents during volumetric gas analysis. J. R. Branham and M. Sucher. *diags J Research Nat Bur Stand* 21:63-77 Ji '38

Gas purification by the I. G. alkacid process and sulfur recovery by the I. G. Claus process. H. Bähr. *flow diags bibliog Il Am Pet Inst Proc* 19M(3):37-46; Discussion. 50-2 My '38

Investigation into the cost of oil absorption plant for natural gasoline recovery at high pressure and low temperature. A. H. Nissan. *bibliog diags Inst Pet Tech J* 24:69-111 F '38

Mechanism of absorption of oxides of nitrogen by lead peroxide in microcombustions. W. R. Kirner. *bibliog diags Ind & Eng Chem Anal ed* 10:342-6 Je 15 '38

New absorbent for carbon dioxide. R. B. Evans and D. W. Parkes. *Soc Chem Ind J* 67:302-6 S '38

New insulation studies. E. R. Queer and F. G. Hechler. *Refrig Eng* 35:247-8 Ap '38

Operating characteristics of packed columns; a new method of correlating gas absorption data. C. C. Furnas and F. Bellinger. *flow sheet bibliog Il Am Inst Chem Eng Trans* 34:251-83; Discussion. 284-6 Je '38

Preparation and application of chromous solutions for the absorption of oxygen in volumetric gas analysis. J. R. Branham. *J Research Nat Bur Stand* 21:45-61 Ji '38

Protein structure and water absorption. D. J. Lloyd. *bibliog Il J Phys Chem* 42:1-10 Ja '38

Simplified absorption control cuts natural gasoline loss. G. M. Liljenstein. *diag Oil & Gas J* 36:180, 183 Ja 27 '38; Same. *Nat Pet N* 30:R91-2+ Mr 9 '38

Sorption of water by rubber. R. L. Taylor and A. R. Kemp. *bibliog Ind & Eng Chem* 30:409-15 Ap '38

Sulfuric acid analysis of gaseous olefins. M. P. Matuszak. *bibliog diag Ind & Eng Chem Anal ed* 10:354-60 Ji 15 '38

See also

Absorption
Hygroscopicity

ABSORPTION apparatus

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| Advertising, Mail | Oil companies |
| Air lines | Oil industries |
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Acid tanks

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| Corrosion and anti-corrosives | Steel, Stainless |
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See also

Advertisements, Pictorial—Cartoons Advertisements, Pictorial—Comic strip

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Advertising cut-outs	Posters
Color in advertising	Show cards

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See also
Advertisements
 Advertising agencies and other headings beginning Advertising
 Audit bureau of circulations
 Bank advertising
 Business
 Catalogs
 Color in advertising
 Community advertising
 Containers
 Electric signs
 Government advertising
 House organs
 also subdivision Advertising under special subjects, e.g.
 Apples
 Automobile industry and trade
 Building materials
 Christmas gifts
 Cigarettes
 Colleges and universities
 Department stores
 Exhibitions
Library advertising
 Medical advertising
 Merchandizing
 Moving pictures in advertising
 Municipal advertising
 Posters
 Premiums (merchandizing)
 Printing trade—Advertising service
 Purchasing—Advertising aids
 Radio advertising
 Safety advertising
 Sales letters
 Show windows
 Slogans
 Advertising under special subjects, e.g.
 Food industry and trade
 Gas industry
 Insurance
 Insurance agents
 Motor bus lines
 Printing trade
 Railroads
 Retail trade
 Trade marks

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Advertising appropriations

Copy

See Advertising copy

Cost

See also

Advertising—Rates

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See also

Advertising—Market selection

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See also

Advertising copy

Advertising research

Purchasing

Packaged media. S. Peabody. *Adv & Sell* 31:48 Jl '38

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Are newspapers too big-hearted on advertising rate protection? *Sales Management* 42:26 My 15 '38

Business trends of U.S. newspapers. *Il Pulp & Pa of Can* 39:727-32 O '38

Cash discount advocated by four A's. *Ptr Ink* 181:40 N 18 '37

Factors involved in the size determination of newspaper space. B. C. Duffy. *Adv & Sell* 31:30-2, 52, 54 Jl '38

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Is free merchandising service with advertising really free? *Sales Management* 42:42-3 Ja 1 '38

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Cost of making customers; barometer in forecasting advertising returns. F. B. Conner. *Adv & Sell* 31:39-40 F '38

Don't let sales figures mislead you; current advertising is not reflected by current sales! S. H. Giellerup. *Adv & Sell* 31:37-8 O '38

Forecasting sales from advertising. J. T. Sattels. *Il Ptr Ink* Mo 36:15-18 Je '38

International correspondence schools; ten advertisements most resultful in 1937. *Il Adv & Sell* 31:44-5 F '38

Samples

See Samples (merchandizing)

Schedules

Concentrate in peak seasons or advertise the year around? Gorton-Pew fisheries policy. M. S. Sullivan. *Il Sales Management* 42:48-50 Mr 1 '38

Economic facts? or myths? a study of selling seasons and off seasons. Aesop Glim, pseud. *Ptr Ink* 182:11-14 F 24 '38

Frequency values of national advertising in newspapers. F. E. Fehlman. *Adv & Sell* 31: 54-6 Ja '38

Hot spell orchids; seasonable appeal and time-liness in advertising. W. T. Laing. *Ptr Ink* 182:17-20+ F 17 '38

How to make local advertising more successful; every city has a distinctive pattern of preferred downtown shopping days; pictograph. *Sales Management* 43:46 Ag 1 '38; *Adv & Sell* 31:25 Ag '38

Space buying patterns; magazine schedules. charts *Ptr Ink* 183:15-17 Je 2 '38

Walnut growers seek year round market for holiday product. A. Bradshaw. *Il Sales Management* 42:66+ F 15 '38

Schools, Appeal to

For educational purposes; advertising and demonstration material that manufacturers are providing for schools and colleges. *Il Ptr Ink* Mo 36:17-19+ F '38

Practical side of school exhibits. *Il Ptr Ink* Mo 37:50 Jl '38

Puppet film for schools; American can company's educational picture on coffee. *Il Ptr Ink* Mo 37:53 N '38

Tomorrow's customers; Behr-Manning, sand-paper manufacturer, offers shop instructors an educational course for boys in vocational classes. H. T. Greer. *Il Ptr Ink* Mo 36:49-50 Mr '38

Statistics

Advertising looks up. L. D. H. Weld. *Ptr Ink* 184:19-22 Ag 11 '38

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Advertising volume up 5.7% from 1937: a study made from P.I. index. L. D. H. Weld. *Ptr Ink* 182:17-20 Ja 6 '38

Agency business-paper lineage. *Ptr Ink* 184: 87 S 8 '38

Cigarette figures; a nine-year record of volume by brands; advertising in newspapers, magazines and radio. *Ptr Ink* 183:55-8 My 26 '38

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Farm publications; commercial advertising lineage, five semi-annual totals, 1934-1938. *Ptr Ink* 184:80-1 Ag 11 '38

Farm publications; commercial advertising lineage; 5-year totals; tabulated by name of journal. *Ptr Ink* 182:87-8 Ja 27 '38

If Europe fights again, U.S. advertising should go ahead as in 1914. E. Peterson. *Ptr Ink* 184:11-13, 74+ S 29 '38

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Magazine lineage; 5-year totals, 1933-37; tabulated by name of magazine. *Ptr Ink* 182: 83-4+ Ja 27 '38

Monthly magazine advertising budgets of important national advertiser groups; pictographs. *Sales Management* 43:25+ Jl 1 '38

National advertising media; what they did in the complete year 1937. *Business Week* p30 Ja 22 '38

Newspaper advertisers; list of 357 companies using more than 150,000 lines in 1937, with magazine, radio, farm-paper expenditures. *Ptr Ink* 183:26+ Ap 7 '38

Newspaper lineage study; how 422 leading national advertisers divided their last year's expenditures in the three major mediums, newspapers, magazines and chain radio. *Ptr Ink* 183:20 Je 30 '38

Newspaper scene changes; percentages of each advertising classification to the major divisions of retail, general, automotive and financial, 1929-1937. D. Dunne. *Ptr Ink* Mo 37:14 S '38

Newspapers and magazines since pre-war times; P.I. index figures. L. D. H. Weld. *Ptr Ink* 182:60-2 F 3 '38

1937 advertising tops 1936. *Sales Management* 42:71-2 F 1 '38

No hard times for soft drinks. J. Guernsey. *Il Ptr Ink* Mo 36:7-10, 68+ My '38

\$1,768,000,000 advertising in U.S. in 1937: volume fluctuation since 1928. L. D. H. Weld. *Ptr Ink* 183:19-22 Je 16 '38

Outlay of 348 advertisers during 1936 and 1937 in magazines, farm papers, radio; tabulated by name of company. *Ptr Ink* 182:55-7+ Ja 27 '38

ADVERTISING—Statistics—Continued

Power plants; newspapers' effect on daily lives of millions. D. Dunne. *il* *Ptr Ink Mo* 35:21-3 D '37

Radio gains, but newspapers still lead major advertising groups. *Sales Management* 43: 42-3+ J1 15 '38

These six charts show how depression has affected advertising volume. L. D. H. Weld. *Ptr Ink* 183:24-6, 28+ My 12 '38

23-year perspective of advertising now shown by P.I. index. L. D. H. Weld. *Ptr Ink* 181: 18-20 D 23 '37

What recession has done to advertising; final 1937 P.I. index figures. L. D. H. Weld. *Ptr Ink* 182:22-6 Mr 3 '38

See also

Advertising, Mail— Statistics Advertising appro- priations

Stockholders, Appeal to

Check enclosed; today's stockholders receive all sorts of interesting folders along with their dividends. *Ptr Ink* 181:67-9 D 23 '37

Mixing common sense with showmanship in advertising; Flintkote company. L. R. Walter. *il* *Ptr Ink* 183:66-7 Ap 7 '38

Telling the stockholder; Stewart-Warner corporation. *il* *Ptr Ink* 182:21 F 10 '38

To the stockholders. M. Sohn. *il* *Adv & Sell* 31:42-3+ J1 '38

Study and teaching

Back to school; older folks crowd youngsters (at \$10 each) for places in Chicago club's advertising course. O. C. Harn. *Ptr Ink* 182: 65-7 F 3 '38

Don't high-hat the marketing courses. *Ptr Ink Mo* 36:28+ F '38

Taxation

Advertising tax upheld; Supreme court delivers opinion in New Mexico case. *Ptr Ink* 182:65, 68 Mr 3 '38

It's legal to tax ads; U.S. Supreme court sustains New Mexico levy on revenues of publications. *Business Week* p17 Mr 5 '38

Testing

See Advertisements—Testing; Advertising, Mail—Testing; Advertising campaigns —Testing

Weather problem

Hot spell orchids; seasonable appeal and timeliness in advertising. W. T. Laing. *Ptr Ink* 182:17-20+ F 17 '38

Women, Appeal to

Advertisers should heed signs of times. C. B. Lyman. *Ptr Ink* 184:11-14 S 1 '38

Eleven questions women ask me about advertising. M. Dana. *il* *Adv & Sell* 31:41-3+ N '38

Employed women. F. R. Coutant. *il* *Adv & Sell* 31:21-3+ Je '38

Fashion in advertising is not spinach. S. Carewe. *il* *Ptr Ink Mo* 37:13+ N '38

Home as a copy laboratory; reprinted from *Printers' Ink*, January 6, 1927. A. Bradbury. *Ptr Ink Mo* 37:41-2+ O '38

Mrs Consumer; an analysis (by a woman) of four types of buyers. Mrs B. W. Henderson. *Ptr Ink* 183:65-6, 68 Je 16 '38

Young people, Appeal to

See also

Advertising—Children, Appeal to

Brazil

Advertising in Brazil. J. W. Inves. U S Bur For & Dom Com Trade Information Bul 838: 1-32 '37

Europe

Promotion parade through Europe. G. Bijur. *il* *Adv & Sell* 30:42, 44+ N 18 '37

France

French advertising, judged by American standards, seems backward. L. D. H. Weld. *Ptr Ink* 182:96, 98+ Ja 27 '38

Germany

Germany's iron rule over advertising does what in U.S. is done voluntarily. L. D. H. Weld. *Ptr Ink* 181:76+ N 18 '37

Where the Nazis did one good job: they eliminated advertising abuses. L. D. H. Weld. *Ptr Ink* 181:40+ D 9 '37

Great Britain

English advertising shows real progress in quality as well as volume. L. D. H. Weld. *Ptr Ink* 182:26+ F 10 '38

English advertising; use of foreign radio stations; the American influence. L. D. H. Weld. *Ptr Ink* 182:24-6+ Mr 24 '38

Heads-up copy; Austin Reed's of Regent street clothing advertising. *Ptr Ink* 184: 19-20 J1 7 '38

Latin America

Advertising to Latin America. S. F. Woodell. *il* *Adv & Sell* 31:49-50, 52 S '38

Mexico

After all, Mr Reach, does Mexican advertising need any defense? S. Reach. *il* *Ptr Ink* 184:29, 32-3 S 1 '38

Cigarettes in Mexico; an instructive advertising story with common-sense angle. E. M. Huymans. *il* *Ptr Ink* 181:20-3 D 2 '37

Philippine Islands

Here's a \$2,000,000 account for a good American advertising agency. H. H. Hillshire. *Ptr Ink* 182:13-15 Mr 24 '38

Russia

Advertising in Moscow. B. Miller. *il* *Ptr Ink Mo* 36:66+ Je '38

Sweden

Advertising in Sweden. C. E. Dickerson, jr. U S Bur For & Dom Com Trade Information Bul 840:1-34 '38

How Swedish co-operatives advertise, and why. M. Bonow. *il* *Ptr Ink Mo* 37:19-22+ O '38

ADVERTISING, Association

Cooperative advertising campaign launched by the North Shore plumbing contractors association. *il* *Dom Eng* 150:68-70+ N; 57+ D '37

Co-operative egg drive; newspaper advertising used by New Jersey association. *Ptr Ink* 183:25-6 Ap 14 '38

Follow-through; Southern pine association creates a profitable co-operative campaign for local lumber dealers. *il* *Ptr Ink* 181:58-60+ D 23 '37

Pine industry ties campaign into federal housing program. *Sales Management* 42:56-8 My 1 '38

6,000 salad bowls; lettuce growers in co-operative group sell allied merchandise to boost main product. *il* *Ptr Ink* 182:19-21 F 10 '38

ADVERTISING, Cooperative

Brazil nut campaign. *il* *Ptr Ink* 185:61 N 10 '38

Georgia peach growers co-operate. *Ptr Ink* 183:13 My 26 '38

Laundry challenge; test merchandising campaign in northern Ohio. *Business Week* p25+ Ag 13 '38

NAB week to repeat; food industry to continue and extend drive for nationally advertised brands. *Ptr Ink* 182:40 Mr 10 '38

Nothing sickly here; National used-car exchange week. H. L. Stephen. *Ptr Ink* 182: 11-12 Mr 24 '38

Teamwork sells heaters. *il* *Dom Eng* 151:72-3 F '38

To sell cleaners and Larvex, G-E and Zonite go to war on moths. A. H. Little. *il* *Ptr Ink* 183:74, 76-8 Ap 28 '38

Triumphs and troubles of two years of co-operative peach advertising under California's state marketing act. E. Gidlow. *il* *Sales Management* 43:23-5+ S 15 '38

See also

Advertising, Association

ADVERTISING, Cooperative—Continued**Manufacturers and dealers**

Cooperative advertising with dealers; with citations from contracts in current use. L. Winner. Adv & Sell 31:41-3 S '38

ADVERTISING, Direct

Flowers, inc. shows movie houses and stores how to attract customers. Business Week p35 S 10 '38

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

After giving 5,330 shows, here's what advertiser learned about films; Household finance corp. E. A. Petrtyl. il Ptr Ink 184:50-1, 54-6 J1 21 '38

And now comes new brand of public relations: A & P points way. S. H. Walker and J. Riera. Ptr Ink 185:9-10+ O 13 '38

And now concerning copy; statement of public policy by the Great Atlantic & Pacific tea company. H. Powell. Adv & Sell 31:60+ O '38

Answer to A & P; independent grocers begin to answer chain's public relations advertising campaign. Ptr Ink 185:77-3 N 3 '38

Atlantic & Pacific tea co. starts advertising campaign to bring to public notice harmful features of proposed Patman bill. Comm & Fin Chr 147:1715-16 S 17 '38

A. & P.'s chain war to blast Patman's death-sentence bill. Business Week p22 S 24 '38

Business should talk to men's wives. S. H. Birchall. il Adv & Sell 31:44, 46 J1 '38

Fight consumer propaganda; American druggist, Cosmopolitan and the Hearst newspapers. Ptr Ink 184:63 Ag 4 '38

Friend Nick; writing the welders' language, teaching them to weld, boosts sales for International Nickel's welding rods. A. H. Little. Ptr Ink 183:33-4, 36+ My 12 '38

In honest advertising is logical and best means of educating consumer. E. Reich. Ptr Ink 183:21-3 Ap 7 '38

Industrial revolution ahead? J. T. Chirurg. Adv & Sell 31:112+ Mid-F '38

Puppet film for schools; American can company's educational picture on coffee. il Ptr Ink Mo 37:53 N '38

Why all this fuss about building? real advertising opportunity here. W. H. Lowe. Ptr Ink 183:11-13+ My 19 '38

See also

Advertising, Association

Advertising, Institutional
Safety advertising

ADVERTISING, Foreign

Advertising in Brazil. J. W. Inves. U S Bur For & Dom Com Trade Information Bul 838:1-32 '37

Advertising to Latin America. S. F. Wood-ell. il Adv & Sell 31:49-50, 52 S '38

How Kolynos sells in 88 countries. J. A. Murphy. il Am Business 8:22-4+ Ja '38

Real radio opening; what U.S. exporters can do in South America by working with local broadcasters. S. H. Simpson, jr. Ptr Ink 184:29-31 J1 7 '38

ADVERTISING, Fraudulent

Vitamin ads under fire. il Business Week p49-50 N 27 '37

See also

Advertising—Laws and regulations
Advertising ethics

ADVERTISING, Indirect

Dentists like this "dealer help"; Ritter dental manufacturing co. offers paint book and cards for junior patients. il Ptr Ink Mo 37:46 O '38

Why—and how—the great American "hot dog" lost its shirt; skinless frankfurters and the Visking campaign. L. B. Colby. il Sales Management 43:20-1 O 20 '38

See also

Advertising, Educational

ADVERTISING, Industrial. See Advertising—Industries. Appeal to

ADVERTISING, Institutional

Customer's name; reaching for the personal touch; booklet by Reliance electric & engineering company. Ptr Ink 185:68-70 N 3 '38

Don't stick out your big corporation. D. Griswold. Adv & Sell 31:58 S '38

Fifteen activities most frequently publicized; pictograph. Sales Management 43:37 N 1 '38

New institutional advertising campaign of Metropolitan Life. L. A. Lincoln. East Underw 39:3 F 11 '38

See also

Anniversaries, Company—Advertising

ADVERTISING, Library. See Library advertising

ADVERTISING, Mail

Attention getting circulars. Sheet Metal Worker 29:58+ Ag '38

Check enclosed; today's stockholders receive all sorts of interesting folders along with their dividends. Ptr Ink 181:67-9 D 23 '37

Clinic; mail campaign discussion at Mutual insurance advertising-sales conference, Syracuse. Ptr Ink 185:21-2 N 3 '38

Color in direct-mail advertising; seven practical rules. F. Egner. Ptr Ink 184:19-21 S 15 '38

Conclusive verity, key to sales letter success; four-page copy with manufacturer's advertisement and dealer's letter. G. G. Smith. il Ptr Ink Mo 37:28, 32 Ag '38

Direct child appeal; mail campaign sells 1,500 pianos; cost \$1.92 a name. il Ptr Ink 181:24-6+ N 18 '37

Direct, mail carries on; Chicago convention. F. H. Erbes, jr. Ptr Ink 185:85, 88-9 O 6 '38

Direct-mail copy that retailers use; Hart Schaffner & Marx. E. R. Richer. il Ptg Art Q 67 no 3:57-75 '38

Direct-mail functions. L. J. Raymond. Ptr Ink 183:61+ Ap 14 '38

Five essential elements of success in direct-mail selling campaigns. F. Egner. Ptr Ink 182:30, 32-3+ Mr 3 '38

Hertha; farm woman writes to advertisers of self-improvement books. E. R. Curtis. Ptr Ink 183:15-16 Je 9 '38

How sales letters can be planned to bring the prospect in. L. J. Raymond. Ptr Ink 182:64-9 Ja 6 '38

Industrial advertising ideas from France and Germany; illustrations. Ptr Ink Mo 35:12-13 D '37

Mail campaign proves its worth for salesmen. T. M. Rodlun. il Ptr Ink Mo 36:48, 50+ Ap '38

Mailing piece for use by printers. Published in monthly numbers of Inland printer

Mixing common sense with showmanship in advertising; Flintkote company. L. R. Walter. il Ptr Ink 183:66-8, 70-1 Ap 7 '38

Novelty mailings. il Ptr Ink Mo 36:58 Ap '38

Planning mail program. F. Egner. Ptr Ink 184:17-18 J1 14 '38

Pop-ups; eight three-dimensional direct-mail pieces from Germany; illustrations. Ptr Ink Mo 36:14 Mr '38

Six basic objectives of direct-mail advertising and how to reach them. L. J. Raymond. Ptr Ink 181:19-21, 82+ D 9 '37

Staging direct mail. E. Peterson. il Ptr Ink 182:14-16, 94, 96-8 Ja 13 '38

This customer control system will add sales volume in times like these; Rice-Stix dry goods company. G. A. Lang. Ptr Ink 183:11-14+ Je 2 '38

20 enclosure ideas; study of mail in two stores reveals ways to use valuable advertising by-product. Ptr Ink 184:64-6, 68 S 29 '38

Writing mail copy; seven steps. F. Egner. Ptr Ink 184:68-9, 72 Ag 25 '38

See also

Advertisements—	House organs
Books and booklets	Letterheads
Calendars	Mail order business
Catalogs	Mailing lists
Follow-up systems	Sales letters

Accounting

Is our mailing profitable? this system shows how to compute costs. E. B. Pope. Ptr Ink 182:15-18 Mr 31 '38

ADVERTISING, Mail—Continued

Brochures

Bridge brochures; Tide water associated oil company. *il Ptg Art Q 67 no 2:134-8 '37*
 Specimen in the spotlight; Ryerson steel-products brochure. *il Inland Ptr 100:67-8 F '38*

Folders

Folder pulls 600 requests for a catalog on a \$4,000 machine. *H. L. Klein. Ptr Ink 184: 17-18 Ag 4 '38*
 Technical sales story—told informally; International nickel company. *il Ptr Ink Mo 36: 53 Mr '38*
 Three-way sales service for printers; designs of house organ covers, blotters and booklet and folder covers for each month. *il Ptg Art Q 67 no 3:110-24 '38*
 Unique folder sells furnace cleaning jobs. *H. L. Spooner. il Sheet Metal Worker 29: 52+- Ap '38*

Postal cards

Country boy postcards. *L. Brendel. il Ptr Ink Mo 36:62 Ap '38*
 Tasks for postcards. *Ptr Ink 183:25-6, 30 Je 2 '38*
 Wastebasket sales bids; attractive cards to be thrown away sent to architects. *F. O. Klapp. il Ptr Ink 184:21-3 Ag 18 '38*

Printing

Specimen in the spotlight; Ryerson steel-products brochure. *il Inland Ptr 100:67-8 F '38*

Statistics

Direct-mail volume; 1936 and 1937. *L. J. Raymond. Ptr Ink 182:19-21 Ja 27 '38*

Testing

Expert answers to 17 most frequent mailing queries. *M. Droke. Sales Management 41:60 D 1 '37*

ADVERTISING, National

Association of national advertisers 28th annual convention, Hot Springs, Va. *Sales Management 41:52+- N 15 '37*

Bachmann capitalizes on rage for sun glasses; introduces branded product in national campaign. *il Sales Management 42: 30+- My 1 '38*

Battle of brands; some returns from Milwaukee Journal consumer analysis. *Ptr Ink 183:59-61 My 26 '38*

Brand preferences; Indianapolis News study shows heavy margin for advertised trademarked items. *Ptr Ink 184:57-8, 60 Jl 14 '38*

Branded goods. *Economist 133:156-7 O 22 '38*
 Building giant mobilizes; opens national newspaper advertising program. *M. Adams. Ptr Ink 184:25-6 Ag 18 '38*

Business dog house. *Ptr Ink 183:26+- My 19 '38*

Consumer movement briefs. *H. W. Dickinson. Ptr Ink Mo 36:42+- Mr '38*

Do self-service stores really help national brands? *C. L. Jordan. Adv & Sell 31:30-1+- N '38*

Frequency values of national advertising in newspapers. *F. E. Fehlman. Adv & Sell 31: 54-6 Ja '38*

Home inventory shows few brands have uniform nation-wide popularity; Scripps-Howard newspapers survey. *Sales Management 43:46-7 Jl 1 '38*

Home survey; newspaper study shows volume of advertised products sold in sixteen cities. *Ptr Ink 183:61-2, 64-6 Je 30 '38*

More price tags in magazine copy. *N. Krichbaum. Adv & Sell 31:88, 90 Mid-F '38*

Nationally advertised brands week, February 24-March 5. *il Sales Management 42:70 F 1 '38*

Private brander takes status as advertiser; Martin L. Hall company. *il Ptr Ink Mo 36: 56 F '38*

Retall enmity for national brand is often caused by manufacturer's policy. *A. M. Howe. Ptr Ink 181:26, 30, 32-3 D 30 '37*

Same villain or hero; private brand position not essentially changed by fair-trade or Patman. *C. B. Larrabee. il Ptr Ink 181:11-14, 81-3 N 25 '37*

Small beginnings; these advertised brands started out humbly. *Ptr Ink 181:53-5 D 30 '37*

Substitution? this survey shows it can stimulate advertised brands; Madison, Wisconsin, drug stores. *L. J. Houfek. Ptr Ink 184: 15-16+- S 22 '38*

Up to the store counter; a study of national advertising and its part in closing the retail sale. *K. Armstrong. Ptr Ink 185:34, 37, 40-1 O 13 '38*

What brands sell best? Scripps-Howard newspapers' survey. *Business Week p30-3 Jl 9 '38*

Why antagonism to national brands loses profit for wholesaler and retailer. *C. B. Larrabee. il Ptr Ink 183:59-60, 62-4 Ap 28 '38*

See also

Advertising appropriations

Advertising campaigns
Private brands

Statistics

See Advertising—Statistics

ADVERTISING, Outdoor

40 miles an hour; suggestions for copy and illustrations in outdoor advertising. *P. A. Merkle. il Ptr Ink 183:17-19 Ap 28 '38*

Outdoor advertising. *H. E. Agnew. 310p \$3.50 McGraw-Hill '38*

Outdoor winners. *il Ptr Ink 181:88-9 N 25 '37*
 Progress lags in outdoor lighting. *R. H. Crooker. Ptr Ink Mo 36:44 Mr '38*

See also

Billboards
Electric signs
Posters

ADVERTISING, Point-of-sale

Canned foods campaign sponsored by I.G.A. sells 250,000 cases; a contest for retail clerks plus a strong point-of-sale merchandising plan. *Sales Management 41:22-3+- D 15 '37*
 Counter proof; demonstration devices at the point-of-sale. *Ptr Ink 184:51-2, 54-6 S 1 '38*

Displays help Bauer & Black trade up with small-order buyers. *il Sales Management 42:38-9 Ap 20 '38*

Godchaux seeks merchandising push for sugar through long-profit related food items. *R. G. Drown, jr. il Sales Management 42:21+- Ap 20 '38*

Gold digging at the point-of-sale. *il Sales Management 42:22-3 My 1 '38*

102 ways to use display; Printers' ink monthly special study. *il Ptr Ink Mo 36:21-4+- My '38*

Open counter salesmen. *il Ptr Ink Mo 37: 16 N '38*

Point-of-sale advertising cost and its control; a workable method. *A. H. Deute. Ptr Ink 184:9-12 Jl 21 '38*

Premiums and smart advertising break Coast markets for Powow; point of sale media, newspapers, and sampling. *A. Bradshaw. il Sales Management 43:23+- O 20 '38*

Sales stimulation in a neighborhood store. *il Food Ind 10:441+- Ag '38*

See also

Labels
Show cards

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of

Can you blame the space buyer if he fights list changes? publishers' promotion. *Sales Management 42:34 F 1 '38*

Dilemma of a magazine representative. *Adv & Sell 30:37+- N 18 '37*

Donnelley opens a general store to interest contestants' wives. *il Sales Management 43: 101-2 O 10 '38*

Hot space solicitations that leave me cold. *W. D. Wise. Sales Management 42:33-4 Ap 20 '38*

If this agency man were selling space, here's how he would go about it. *J. W. Millard. Ptr Ink 181:17-20 N 25 '37*

ADVERTISING, Soliciting of—Continued

Imagination vs. statistics in the sale of advertising space; handling clients with all-morning or all-evening paper preferences. Sales Management 42:50 Mr 1 '38

Irate advertising agency man goes gunning for Mr. Tacks. Sales Management 41:58 D 1 '37

Sell to or around the agency? K-79 has his own ideas. Sales Management 42:24 Ap 1 '38

Space salesman offers some suggestions and advice to agency presidents. T. N. Tveter. Ptr Ink 183:21-3 My 12 '38

See also

Audit bureau of circulations

ADVERTISING affiliation

Annual convention, 35th, Hamilton, Ont. Ptr Ink 183:64 My 19 '38

ADVERTISING agencies

Adman in search of a job. Adv & Sell 31:65+ Ja '38

Advertising agency's function in public relations. G. Griswold. Adv & Sell 31:40-2 O '38

After hours. R. Tinsman. Ptr Ink 183:6 Ap 7 '38

Agency in search of an adman. Adv & Sell 31:60, 62 F '38

Billing space. Ptr Ink 182:20-1 F 24 '38

Chirurg package; James Thomas Chirurg co., Boston agency. Sales Management 42: 60 Je 1 '38

Coast advertisers; Pacific council of agencies holds first meeting. Business Week p36 O 22 '38

Consumer movement briefs. H. W. Dickinson. Ptr Ink Mo 36:42+ Mr '38

Co-operative working arrangement between small New York advertising agencies and larger inland agencies. A. H. Fensholt. Ptr Ink 185:6 O 20 '38

\$500,000 idea suit; American tobacco company and Lord & Thomas defendants in action brought by A. R. Griswold. Ptr Ink 185:37-8 N 10 '38

Grey advertising agency, New York. Sales Management 42:70 Mr 1 '38

How advertising agents can benefit from fair-trade price legislation. W. H. Ingersoll. Ptr Ink 183:70-3 My 5 '38

How agencies select media. R. S. Durstine. Ptr Ink 183:59-60 My 5 '38

How agency and client can work together in profitable harmony. J. Benson. Ptr Ink 181: 19-21, 92+ N 18 '37

How can the advertiser know when he has the right agency? M. Smith. Ptr Ink 184:15-16, 84-6 S 8 '38

How Cleveland's media control works. A. L. Billingsley. Il Adv & Sell 31:68+ Ja '38

How price-fixing affects advertising agencies. P. Hollister. Adv & Sell 30:32, 46 D 2 '37

How the advertiser can know when he has the right agency. M. Smith. Ptr Ink 184:68-70, 72-3 S 15 '38

Local agency recognition simplified by Cleveland media group plan. D. Martin. Ptr Ink 185:26+ O 6 '38

Quaker Oats agencies. Ptr Ink 183:60 Je 23 '38

Research man makes good; Donald William Francisco, new president of Lord & Thomas. Business Week p16 Jl 30 '38

T-L-D super service, Tracy-Locke-Dawson, Dallas. Sales Management 42:50 Je 15 '38

Townsend and turmoil; advertising agencies dislike the copy-testing method of the Townsend brothers. Business Week p34+ Je 18 '38

See also

Advertising, Soliciting Retail stores, Advertising agencies'

Advertising

Educating the advertiser. M. Wiseman. Adv & Sell 31:50, 52 N '38

Employees

Advertising union; aim to bring agencies within C.I.O. fold. Ptr Ink 181:59 D 2 '37

How agencies keep alive by systematically training men for important jobs. J. K. Massey. Ptr Ink 181:11-12, 73-5 D 23 '37

Seasoning youngsters for work in agencies. Ptr Ink Mo 36:28 F '38

Turnoveritis in personnel. Adv & Sell 31:56 N '38

Film departments

Agencies in the movies. Il Sales Management 43:58 S 1 '38

Finance

Agency costs and profits. J. Benson. charts Adv & Sell 31:57-9 Ja '38

Management

Copy a la carte; case-history of a stratagem devised to save a wavering account. M. K. Powers. Il Ptr Ink Mo 37:11+ Jl '38

Do it on spec; submitting advertising copy, illustrations etc. to be paid for if used. W. F. Kohn. Adv & Sell 31:62+ S '38

Organizing the advertising agency traffic department. J. Flanagan. Il Adv & Sell 31:25-8+ Ap '38

Set it something like this, Pete! J. T. Huntington. Il Adv & Sell 30:36+ N 18 '37

Seven points to guide agency copy chief in carrying on his difficult job. D. E. Robinson. Ptr Ink 183:19-20 My 26 '38

Successful campaigns take shirt sleeves and shoe leather. A. W. Sellar. Adv & Sell 30: 35+ N 18 '37

Waning of agency-entertainment. A. F. Osborn. Ptr Ink 184:6 Jl 14 '38

When the new account comes in. D. E. Robinson. Adv & Sell 31:26-7 Ag '38

Production schedules

Time-table for agency job production. T. E. Maytham. Il Ptr Ink Mo 36:14+ Ap '38

Radio departments

Hollywood scene. Il Sales Management 43:70 N 1 '38

How radio department can add to its importance as agency adjunct. M. L. Goodkind. Ptr Ink 181:26, 30, 83-5 D 23 '37

Reception rooms

Do you mind waiting? study of agency reception rooms. H. Valentine. Ptr Ink 182: 40, 42 F 24 '38

Service

Botsford, Constantine & Gardner's idea kitchen. Il Sales Management 42:54-5 Ap 1 '38

Business a social force; opportunity for advertising agents. F. E. Moskovics. Ptr Ink 182:15-16+ Mr 10 '38

Give agency a chance; it should help get the order as well as do the advertising. F. E. Moskovics. Ptr Ink 182:14-16+ Ja 27 '38

Industrial and public relations at McCann-Erickson. Sales Management 43:46 O 20 '38

Space buyers

Can you blame the space buyer if he fights list changes? publishers' promotion. Sales Management 42:34 F 1 '38

Dilemma of a magazine representative. Adv & Sell 30:37+ N 18 '37

New space-buying set-up; N. W. Ayer & son. Ptr Ink 185:22 O 20 '38

Publisher begs for correction of chronic advertising abuses; advertisers and agencies expect maximum service from media with sketchiest cooperation on their part. Sales Management 43:65 O 1 '38

See our position! small-town newspaper's open letter to advertising agencies concerning reasonable merchandising requests. S. Whitehead. Ptr Ink 183:15-16 My 12 '38

Sell to or around the agency? K-79 has his own ideas. Sales Management 42:24 Ap 1 '38

Space buyers look at newspapers. Adv & Sell 31:64+ My '38

Space buyer's refuge: This is a one-paper buy! Sales Management 42:20+ Ap 20 '38

Space salesman offers some suggestions and advice to agency presidents. T. N. Tveter. Ptr Ink 183:21-3 My 12 '38

ADVERTISING allowances

After hours. M. Martin. *Ptr Ink* 184:6 S 8 '38

R-P act in two years restores free enterprise in food sales. L. M. Hughes. *Sales Management* 43:19-20 J1 15 '38

ADVERTISING and bankers

See also

Bank advertising

ADVERTISING and dentists

Dentists like this "dealer help": Ritter dental manufacturing co. offers paint book and cards for junior patients. *Il Ptr Ink Mo* 37:46 O '38

ADVERTISING and sales

Forecasting sales from advertising. J. T. Sattels. *Il Ptr Ink Mo* 36:15-18 Je '38

ADVERTISING and salesmen

Advertising is a sales tool; train your men to merchandise it. M. K. Powers. *Il Sales Management* 43:26-7+ N 1: 54-5+ N 15 '38

Apples to sell valves? why industrial advertising must sell itself to salesmen, and how the Crane company does the selling. *Ptr Ink* 184:67+ S 22 '38

For salesmen only; Advertising bulletin, published by Carnegie-Illinois steel corporation. *Il Ptr Ink* 182:24-6+ F 17 '38

Launching new product; pre-testing, teaser copy, dealer curiosity, and salesmen's enthusiasm; Danish Princess silverware. *Il Ptr Ink* 185:23-6 N 3 '38

Mr Prospect, here is what we say, right in our own advertising! H. N. Baum. *Ptr Ink* 184:11-13+ J1 7 '38

Plus-values in industrial advertising; symposium of experiences with particular reference to use of reprints and preprints. *Il Ptr Ink Mo* 37:17-20, 54-64 Ag '38

Show your salesmen how to get motive power out of advertising. K. R. Costikyan. *Sales Management* 42:66+ Mr 15 '38

ADVERTISING appropriations

44 advertisers; \$111,368,879 in 1937. *Ptr Ink* 182:89-90 Ja 27 '38

Four major reasons why we are maintaining the 1937 budget. C. Norton. *Sales Management* 42:20-1 Ja 1 '38

How shall we plan our 1938 advertising budget? twelve principles. C. B. Larrabee. *Ptr Ink* 181:11-13, 72-7 D 30 '37

Increased 1938 advertising outlay indicated in survey made by A.N.A. *Ptr Ink* 181:13-14 D 23 '37

Larger ad appropriations, better sales; pictograph. *Sales Management* 43:39 N 1 '38

National advertising up in '37. *Business Week* p30+ Ja 22 '38

Outlay of 348' advertisers during 1936 and 1937 in magazines, farm papers, radio; tabulated by name of company. *Ptr Ink* 182:55-7+ Ja 27 '38

Railroad advertising; advertising expenditures, class I railroads, 1937; tabulation. F. Snow. *Adv & Sell* 31:27 J1 '38

Sales manager's stake in the industrial advertising budget; 1938 report, National industrial advertising budget survey. W. B. Spooner, jr. *Sales Management* 43:28+ O 1 '38

Survey industry's promotion outlay. *Automotive Ind* 78:132 Ja 29 '38

Ten problems facing 1938 advertising budgets. C. Norton. *Adv & Sell* 30:29-30+ D 2 '37

Why Pepsodent is investing record advertising outlay in this tough year. C. Luckman. *Ptr Ink* 183:13-14 Je 16 '38

See also

Advertising—Accounting

ADVERTISING art

Art directors' awards. *Ptr Ink* 182:65-6 Mr 31 '38

Modern publicity; annual of art and industry, 1938-39. F. A. Mercer and W. Gaunt, eds. 144p, xpp \$4.50; pa \$3.50 Studio publications, New York '38

Problems of art in selling men's apparel; Wilson brothers. J. Weatherwax. *Il Ptg Art Q* 67 no 3:49-56 '38

17th exhibition of advertising art. W. B. Geoghegan. *Il Adv & Sell* 31:39-46 Ap '38

Sixteenth annual of advertising art. \$6 Book service co, 15 E. 40th st, New York '37

STA 11th annual exhibition of design in printing. *Il Ptg Art Q* 67 no 2:33-119 '37

What will be the advertising art of 1948? *Ptg Art Q* 67 no 3:21-2 '38

See also

Advertisements, Pictorial

ADVERTISING artists

Clause on speculative work from Society of illustrators' code of ethics. *Adv & Sell* 31:64 S '38

Do it on spec; submitting advertising copy, illustrations etc. to be paid for if used. W. F. Kohn. *Adv & Sell* 31:62+ S '38

Group of magazine covers for the Abbott laboratories' house publication, What's new. J. N. Krohne. *Il Ptg Art Q* 67 no 3:33-43 '38

Lo! the poor artist. G. Archbold. *Il Ptr Ink Mo* 36:34, 38 Ja '38

Winslow Homer, advertising artist. *Il Adv & Sell* 31:42 My '38

See also

Todhunter, Francis

ADVERTISING as a profession

Adman in search of a job. *Adv & Sell* 31:65+ Ja '38

After hours. H. Stebbins. *Ptr Ink* 185:6 O 27 '38

Agency in search of an adman. *Adv & Sell* 31:60, 62 F '38

On breaking into advertising. R. Dickinson. *Ptr Ink* 184:19-21; 61-3 J1 14 '38

Seasoning youngsters for work in agencies. *Ptr Ink Mo* 36:28 F '38

Tell 'em the truth; moving picture to help aspiring advertising workers and reduce personnel turnover. J. H. Ronayne and E. M. Mears. *Ptr Ink* 183:19-20 Je 2 '38

They learned him wrong; this collegian would have entered advertising earlier if it hadn't been for the pros. W. D. Tyler. *Ptr Ink* 182:70+ Ja 13 '38

Turnoveritis in personnel. *Adv & Sell* 31:56 N '38

See also

Advertising agencies Advertising ethics

Advertising copy Advertising managers

writers

ADVERTISING associations

Conventions. Published in weekly numbers of Printers' ink

ADVERTISING awards

Advertising awards for 1937. *Ptr Ink* 182:82, 84 F 24 '38

Advertising awards in review. L. E. McGivena. *Adv & Sell* 31:74+ Mid-F '38

Annual advertising awards, 1937. *Il Adv & Sell* 31:34-73 Mid-F '38

Art directors' awards. *Ptr Ink* 182:65-6 Mr 31 '38

More radio awards. *Ptr Ink* 183:20 Je 2 '38

N.I.A.A. awards. *Ptr Ink* 184:23 S 29 '38

Newspaper promotion prizes. *Ptr Ink* 183:76 Je 16 '38

Orchids to Caterpillar; tractor company wins award for its 1937 advertising campaign; other awards. *Automotive Ind* 78:372 Mr 12 '38

Public utilities advertising association awards prizes for utility advertising. *Gas Age* 81:33-4 Je 23 '38

17th annual art directors awards; illustrations. *Ptr Ink Mo* 36:66 My '38

17th exhibition of advertising art. W. B. Geoghegan. *Il Adv & Sell* 31:39-46 Ap '38

ADVERTISING campaigns

Advertising campaigns. Published in semi-monthly numbers of Sales management

Alexander Smith jars loose a state of mind in the rug industry. *Il Sales Management* 43:24+ Ag 15 '38

Displays help Bauer & Black trade up with small-order buyers. *Il Sales Management* 42:38-9 Ap 20 '38

ADVERTISING campaigns—Continued

Everybody's value sales plan sends Falcon sales up 1,000%. *il Sales Management* 43: 40+ O 20 '38

How many readers can identify campaigns in color? R. Sheldon. *Adv & Sell* 30:38+ D 16 '37

It costs more, but—Inviz-a-grip hosiery supporters. C. J. Swan. *Ptr Ink* 184:19-20 Ag 25 '38

New ad campaigns. *Business Week* p20-1 S 24 '38

Nothing sickly here; National used-car exchange week. H. L. Stephen. *Ptr Ink* 182: 11-12 Mr 24 '38

Royal Crown sales soaring; starts \$1,000,000 campaign; NBC Blue chain, magazines, and newspapers to carry Nehi's advertising. *Sales Management* 42:64 Mr 15 '38

Sales double in six weeks; imported Swiss cheese. *il Ptr Ink* 183:26+ Ap 21 '38

Squibb teams-up ads and dealer efforts in night acid campaign. E. M. Kelley. *il Sales Management* 42:54, 56 Je 15 '38

Successful campaigns take shirt sleeves and shoe leather. A. W. Seiler. *Adv & Sell* 30: 35+ N 18 '37

See also
Advertising, Association

Special weeks

How's your antenna? Belden manufacturing company, Chicago, uses check-up week idea to boost standing of servicemen. *il Ptr Ink* 185:19-20 O 13 '38

Lentheric finds retail sales promotions have repeat value. *il Sales Management* 42:26+ Je 1 '38

NAB week to repeat; food industry to continue and extend drive for nationally advertised brands. *Ptr Ink* 182:40 Mr 10 '38

Newspapers and weeks. *Ptr Ink* 183:72 My 26 '38; Discussion. *M. Stern*. 183:53+ Je 2 '38

Sally turns ten—and strained baby foods become big business. *il Sales Management* 42: 21+ My 1 '38

Testing

Advertising and sales executives pick the best test markets of the country in 3 population groups. *Sales Management* 43:50, 52+ Ag 1 '38

Dinty Moore test. *il Ptr Ink* 185:64 O 13 '38

ADVERTISING cards

See also
Advertising cut-outs
Show cards

ADVERTISING characters

Industrial trade characters. *il Ptr Ink* Mo 37:9 O '38

Meet Taylor Jones; fictitious bus driver in advertisements of Motor transit company, Jacksonville. E. F. Theisinger. *il Bus Transportation* 17:166-8 Ap '38

Oklahoma adopts new variable cartoon' Handy heat. *il Am Gas J* 148:34 F '38

Snow White; inanimate characters become a new force in merchandising. G. T. Bristol. *il Dun's R* 46:13-17 Ap '38

Use and abuse of symbols, slogans, trade characters. H. Obermeyer. *il Gas Age* 82:25-6 S 15 '38

ADVERTISING clubs

Back to school; older folks crowd youngsters (at \$10 each) for places in Chicago club's advertising course. O. C. Harn. *Ptr Ink* 182: 65-7 F 3 '38

ADVERTISING contests. *See* Advertising—Prize contests

ADVERTISING contracts

Are newspapers too big-hearted on advertising rate protection? *Sales Management* 42:26 My 15 '38

ADVERTISING copy

And now concerning copy. Published in monthly numbers of Advertising and selling

Audience participation. *il Ptr Ink* 184:21-3 S 29 '38

Awful fresh MacFarlane goes to town. *il Ptr Ink* Mo 37:68-9 S '38

Before you sign the advertising check. M. Wiseman. 115p \$2.50 Harper '38

Comic strip technique enlivens advertising in business papers. P. Cameron. *il Ptr Ink* 182: 24-6, 30, 32 Ja 13 '38

Common-sense check list for copy evaluation; 16 green lights. E. Kunst. *Ptr Ink* 184:11-13 S 8 '38

Copy a la carte; case-history of a stratagem devised to save a wavering account. M. K. Powers. *il Ptr Ink* Mo 37:11+ JI '38

Do-something copy; four methods of inducing activity by reader in way that will promote sales. D. E. Rowan. *il Ptr Ink* 181:14-16, 89+ D 9 '37

Emotional advertising note quickens sales of strictly seasonal merchandise; South Bend awning company. C. K. Turk. *il Ptr Ink* 184:5-8 JI 28 '38

F.T.C. copy standards; citation of cases. *Ptr Ink* 184:23-4, 26-7 S 15 '38

For the mass mind—put your copy in low gear. C. Fowerbaugh and N. Krichbaum. *Adv & Sell* 30:38+ N 18 '37

Heads-up copy; Austin Reed's of Regent street clothing advertising. *Ptr Ink* 184: 19-20 JI 7 '38

Here's a question-list to guide the writer of industrial copy. *Ptr Ink* 184:50+ S 15 '38

Home as a copy laboratory; reprinted from *Printers' Ink*, January 6, 1927. A. Bradbury. *Ptr Ink* Mo 37:41-2+ O '38

In behalf of candid copy. K. Armstrong. *Ptr Ink* 183:11-12, 99-101 Ap 7 '38

Misconception of the audience to be addressed. M. O'Dea. *Ptr Ink* 184:6 JI 21; 6 Ag 4 '38; Discussion (Dear Mark). C. Rheinstrom. 184:24 Ag 18 '38

Postscript to a short course in advertising analysis; Belmar Hanger trade paper series advertising coat hangers to clothing stores. M. Wiseman. *il Adv & Sell* 31:38-40 Je '38

Readership surveys and their contribution to advertising copy. J. Hausman. *Ptr Ink* 183:23-5 My 19 '38

Repetition in copy; way to use this pile-driving technique without irritating monotony. B. Bigelow. *Ptr Ink* 185:21-3 O 13 '38

Ripley technique. J. Caples. *il Adv & Sell* 31:28-9 JI '38

Seven routes to readership. J. Caples. *il Adv & Sell* 31:66-7 Ja '38

Short course in advertising analysis for the advertiser. M. Wiseman. *il Adv & Sell* 31:48+ Mr; 50+ Ap; 48+ My '38

Those secondary selling points! R. Giles. *Adv & Sell* 31:40+ N '38

Too many words in copy writing. J. S. Scherer. *Ptr Ink* 182:68+ Mr 10 '38

We've set our course; today's industrial advertising sets example for all advertising. A. H. Little. *il Ptr Ink* 183:17-20 My 5 '38

Writing mail copy; seven steps. F. Egner. *Ptr Ink* 184:68-9, 72 Ag 25 '38

See also
Advertisements—
Testing
Advertisements,
Humorous

Advertising ethics
Sales letters

Dealer tie-up

Up to the store counter; a study of national advertising and its part in closing the retail sale. K. Armstrong. *Ptr Ink* 185:34, 37, 40-1 O 13 '38

Dealers' service

Those deified dealers. P. H. Erbes, jr. *Ptr Ink* 182:14-16 Ja 6 '38

Tinkers no longer; manufacturer sponsors a select group of merchandising minded plumbers and gives an industry a lift. E. Peterson. *il Ptr Ink* 182:15-18 Mr 3 '38

Demonstrations and tests

Do-something copy; four methods of inducing activity by reader in way that will promote sales. D. E. Rowan. *il Ptr Ink* 181:14-16, 89+ D 9 '37

ADVERTISING copy—Continued

Dramatic quality

Drama in the sky; Roebeling spun the cables. il Ptr Ink Mo 36:40 Ja '38
How a tiresome copy theme was dramatized without weakening its force; cast iron pipe. il Ptr Ink 184:15-16 Ag 4 '38

Emotional appeal

And now concerning copy; the White Owl campaign, and advertising for New England council. H. Powel. il Adv & Sell 31: 50+ Jl '38
Depth-advertising; copy that will reach unconscious, as well as conscious, aims and feelings. J. W. Riley. Ptr Ink 184:11-13, 88-9 S 22 '38
Psychiatry and advertising: why copy should appeal to human emotions. L. E. Bisch. Ptr Ink 182:11-13, 72+ Ja 6 '38
Short course in advertising analysis for the advertiser. M. Wiseman. il Adv & Sell 31:50+ Ap '38

Fashion appeal

Fashion in advertising is not spinach. S. Carewe. il Ptr Ink Mo 37:13+ N '38

Fear appeal

New models in plagues. P. H. Erbes, jr. Ptr Ink 181:15-16 N 25 '37

Health appeal

America's allergic millions: a vast under-exploited market; non-allergic homes, foods, cosmetics. E. M. Kelley. il Sales Management 43:18-20+ N 1 '38

Historical interest

History yields copy angles. il Ptr Ink Mo 36:37 Ap '38
Last word on linen; Woodward & Lothrop department store advertisements. il Ptr Ink Mo 36:36 Je '38

Human interest appeal

Community goodwill is jobbers' sales asset; advertising copy gives short sketches of local persons; Midway oil co. Nat Pet N 30:21-2+ N 2 '38

Humor

See Advertisements, Humorous

Language, style, etc.

New farm language; with 4 photographs of farmers. C. M. Wilson. Adv & Sell 31: 32-3 Ag '38
Semantics will get you if you don't watch out. N. Krichbaum. il Adv & Sell 30:40+ D 16 '37
Word you want exists; find it; reprint from Printers' Ink, April, 1918. H. A. Stebbins. Ptr Ink Mo 37:13+ Ag '38
Words, words, words; with list of descriptive words for "interior decoration" copy. D. C. Manson. Ptr Ink 182:37+ F 10 '38

See also
Advertising copy writers

Negative appeal

See also
Advertising copy—
Fear appeal

News interest

Cash in on Hughes; record flight breeds a host of advertisements and a rift between radio chains. il Business Week p23 Jl 23 '38

Premium offers

Consumer premiums in business-paper copy. il Ptr Ink Mo 37:15 S '38
Five primary promotion forces you should use to push a premium offer. F. H. Waggoner. il Sales Management 43:30, 32+ S 15 '38
"Free" in advertising; Trade commission ruling. Ptr Ink 184:74, 77+ S 22 '38
Packages and premiums; modernly designed containers advertise special offers. C. B. Larrabee. il Ptr Ink 184:21-3 S 22 '38

Price appeal

More price tags in magazine copy. N. Krichbaum. Adv & Sell 31:88, 90 Mid-F '38
Sears and Ward drop fair-trade fight; still oppose national brands. A. M. Howe. Ptr Ink 184:19-21 S 8 '38

Pseudo-science

Vitamin ads under fire. il Business Week p49-50 N 27 '37

Quality appeal

Advertising styled to the product. A. H. Little. il Ptr Ink Mo 37:52+ Jl '38
Candy company capitalizes charm of New Orleans, and doubles sales. R. G. Drown, jr. il Sales Management 42:56+ Mr 1 '38
Climatosis theme sells South on weather-proofed furniture. R. G. Drown, jr. il Sales Management 42:49-50 Mr 15 '38
Experience in 56 countries puts Shell across in Canada. L. M. Hughes. il Sales Management 42:16-17+ Ja 1 '38

Reason appeal

After hours. F. G. Hubbard. Ptr Ink 182:6 F 24 '38
Switch to reason-why copy brings steady four-year sales increase; Eveready flashlight batteries. E. Peterson. il Ptr Ink 182: 19-22 Mr 10 '38

Romance appeal

West of Laramie. Ptr Ink 184:24 Ag 25 '38

Success appeal

Hertha; farm woman writes to advertisers of self-improvement books. E. R. Curtis. Ptr Ink 183:15-16 Je 9 '38

Teaser copy

Launching new product; pre-testing, teaser copy, dealer curiosity, and salesmen's enthusiasm; Danish Princess silverware. il Ptr Ink 185:23-6 N 3 '38

Testimonials

After hours. F. G. Hubbard. Ptr Ink 183:6 Je 9 '38
\$1 testimonials; Wrigley gum. Ptr Ink 183:30 Je 16 '38
Testimonial drama; General Mills and Kellogg radio baseball campaign. A. M. Howe. Ptr Ink 184:3-4 Jl 28 '38
Who are the most convincing authorities for advertising claims? tabulation. Sales Management 43:20 S 1 '38

Testing

See Advertisements—Testing; Advertising research

Themes

Habit as advertising theme; the Glenmore distilleries company. il Ptr Ink 183:18 My 19 '38
When the client tires of his copy. T. H. Thompson. Adv & Sell 30:42 D 2 '37

Use appeal

What are the plus-abilities? T. H. Thompson. il Adv & Sell 30:39+ D 16 '37

ADVERTISING copy writers

After hours. T. H. Thompson. Ptr Ink 185: 6 O 13 '38
And now concerning copy; visit Grand Central station for ideas. H. Powel. il Adv & Sell 31:48, 50 Ag '38
Are you my firm? questionnaire his prospective employer. Ptr Ink 182:72 Ja 20 '38
Do it on spec; submitting advertising copy, illustrations etc. to be paid for if used. W. F. Kohn. Adv & Sell 31:62+ S '38
He should get out! copy writer pays his compliments to agency man who regards copy as incidental. E. B. Terhune. Ptr Ink 182: 89, 92 Ja 13 '38
Misconception of the audience to be addressed. M. O'Dea. Ptr Ink 184:6 Jl 21 '38
Seven points to guide agency copy chief in carrying on his difficult job. D. E. Robinson. Ptr Ink 183:19-20 My 26 '38

ADVERTISING copy writers—Continued

Stage fright in Herald square. F. I. Fletcher.

il Adv & Sell 31:36-8+ Mr '38

Unsung heroes of advertising. G. L. Sumner.

Adv & Sell 31:83 Mid-F '38

Up with Obie; personal and professional history of O. B. Winters, adman. J. Truscott.

il Adv & Sell 31:35-8+ Ap; 43-6 My; 50+ Je '38

Why agency copy writers are not through at 40. W. A. Lowen. Ptr Ink 181:14-16, 84+ D 16 '37

ADVERTISING cut-outs

Do-something copy; four methods of inducing activity by reader in way that will promote sales. D. E. Rowan. il Ptr Ink 181:14-16, 89+ D 9 '37

ADVERTISING departments

Advertising manager more important, even as sales promotion grows. Ptr Ink 184:72-4+ Ag 18 '38

Borderline; a further study of sales promotion and advertising department functions. Ptr Ink 184:73-4, 76 Ag 25 '38

Graphic story of an advertising department. il Ptr Ink Mo 36:18-19 Ap '38

How other departments can lend a helping hand to the sales staff. Ptr Ink 184:22-4, 52-3+ Jl 14 '38

Industrial advertising departments. Ptr Ink Mo 36:17-19+ Ja '38

Sales manager's stake in the industrial advertising budget; 1938 report, National industrial advertising budget survey. W. B. Spooner, jr. Sales Management 43:28+ O 1 '38

Sales promotion grows but advertising is not subordinate. Ptr Ink 184:25-6, 30, 33 S 3 '38

There's a difference; how to separate advertising and sales promotion activities. Ptr Ink 184:11-13+ Ag 4 '38

12 tell how they segregate advertising and sales promotion divisions. Ptr Ink 184:61-5 S 1 '38

When two can get together; advertising and sales forces. M. P. Hanford. Automotive Ind 78:388-9+ Mr 12 '38

See also

Advertising managers

ADVERTISING displays

Displays that look real; three-dimensional reproduction of merchandise containers and lettering in translucent plastic material. il Mod Plastics 15:26+ Mr '38

ADVERTISING ethics

Advertisers should heed signs of times. C. B. Lyman. Ptr Ink 184:11-14 S 1 '38

Advertising critic speaks up. D. Masters. il Adv & Sell 31:28-30 F '38

Advertising faces censorship; abstract. H. R. Van Deventer. Management R 27:185 Je '38

Cities Service stipulates; Minerals research bureau. Ptr Ink 184:81 S 8 '38

Cosmetic advertising attacked by F.T.C. Oil Paint & Drug Rep 133:3+ My 30 '38

Fight for the people's savings; mutual savings banks and the advertising of federal savings and loan associations. J. L. Heaton. Bankers M 136:505-8 Je '38

Guide for retail advertising and selling. 2d ed (rev) 88p National better business bur, Chrysler bldg, New York '38

In behalf of candid copy. K. Armstrong. Ptr Ink 183:11-12, 99-101 Ap 7 '38

In honest advertising is logical and best means of educating consumer. E. Reich. Ptr Ink 183:21-3 Ap 7 '38

Jergens-Woodbury cited. Ptr Ink 183:69 Je 2 '38

Liberty, or license? need of self restraint in advertising. R. Rubicam. Adv & Sell 31:29-30 Mr '38

Putting it over; high pressure and untruthful advertising. T. F. Duerr. il Comm & Fin 27:4-7 Ja 8 '38

Religion in advertising. C. E. Coughlin. Ptr Ink 183:23-6 Je 16 '38

Subscription books ruling. Lib J 62:907+ D 1 '37

Super-advertising; advertising's worst enemy; reprinted from Printers' Ink, January 12, 1928. C. B. Larrabee. Ptr Ink Mo 37:28, 31+ N '38

What the consumer thinks of advertising, 1938 and 1934. Sales Management 43:18-20+ S 1 '38

See also

Advertising—Laws

and regulations

Advertising, Fraudu-

lent

Advertising copy—

Pseudo-science

ADVERTISING federation of America

Annual convention, 34th, Detroit. Ptr Ink 183:55-6, 58-9 Je 23 '38; Comm & Fin Chr 146:3894-5 Je 18 '38; Business Week p37-8 Je 18 '38

ADVERTISING literature

For educational purposes; advertising and demonstration material that manufacturers are providing for schools and colleges. il Ptr Ink Mo 36:17-19+ F '38

Tomorrow's customers; Behr-Manning, sandpaper manufacturer, offers shop instructors an educational course for boys in vocational classes. H. T. Greer. il Ptr Ink Mo 36:49-50 Mr '38

See also

Advertisements—

Books and booklets

Bibliography

Business tips; literature of interest to executives. Published in monthly numbers of American business

Free for the asking. Published in monthly numbers of Textile world

Informative literature (cont). Oil Paint & Drug Rep 132:61 N 29 '37; 133:22 Ja 31; 50 F 28; 67 Mr 7; 62 My 9; 62 My 23; 55 Je 6; 134:58 Ag 15 '38

Manufacturers' latest publications. Published in Chemical and metallurgical engineering Trade literature. Published in monthly numbers of Factory management and maintenance

ADVERTISING managers

Advertising manager more important, even as sales promotion grows. Ptr Ink 184:72-4+ Ag 18 '38

After hours. C. Presbrey. Ptr Ink 183:6 Ap 28 '38

Dilemma of a magazine representative. Adv & Sell 30:37+ N 18 '37

Mr Prospect, here is what we say, right in our own advertising! H. N. Baum. Ptr Ink 184:11-13+ Jl 7 '38

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Cooling
Department stores—Air conditioning
Electricity in air conditioning
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Factories—Heating and ventilation
Gas in air conditioning
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British association for the advancement of science at Cambridge, agreement on Anglo-American accord for the social interpretation of science; press comments, etc. Mech Eng 60:762-3 O '38
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- Southwestern division**
Annual meeting, Albuquerque, New Mexico. Science 87:508-10 Je 3 '38
- AMERICAN association of advertising agencies**
After hours. J. O'Shaughnessy. Ptr Ink 184: 6 Jl 7 '38
Annual convention. Ptr Ink 183:26+ Ap 28 '38
Officers and governors of the sectional councils and chapters. Ptr Ink 183:70 Je 30 '38
Pioneering efforts to organize. J. O'Shaughnessy. Ptr Ink 183:6 Je 23 '38
- AMERICAN association of anatomists**
Fiftieth anniversary. F. T. Lewis and G. W. Corner. Science 87:531-4 Je 10 '38
Some reports of papers read at the recent meeting of anatomists. Science 87:sup8 Ap 22 '38
- AMERICAN association of insurance general agents**
Annual convention, Asheville, N.C. May 5-7. Ins Field (Fire ed) 67:9-10 My 12 '38; Nat Underw 42:3+ My 12 '38
- AMERICAN association of medical social workers**
Directory of members. 28p American assn. of medical social workers, Chicago '37
- AMERICAN association of passenger traffic officers**
Annual meeting, Chicago, Oct. 26-27. Ry Age 105:666-7 N 5 '38
Annual meeting, Miami, Nov. 8-9. Ry Age 103:690-2 N 13 '37
- AMERICAN association of petroleum geologists**
Annual meeting, 23d, New Orleans, March 15-18; papers and abstracts. Oil & Gas J 36:40-8+ Mr 17; 12-13 Mr 24 '38

AMERICAN association of petroleum geologists

Continued.

Future of geologists in petroleum industry.
H. B. Fuqua. Oil & Gas J 36:40 Mr 17 '38
Semi-annual meeting, El Paso. Oil & Gas J
37:20-1 O 6 '38

AMERICAN association of physics teachers

Meeting, San Diego. Science 88:203-4 S 2 '38

AMERICAN association of railroad superintendents

Annual meeting, 44th. Chicago, June 7-9. Ry
Age 104:1020-3 Je 18 '38

AMERICAN association of textile chemists and colorists

Annual meeting, 17th. Philadelphia, Dec. 3-4.
Textile World 88:68-9 Ja '38; Oil Paint &
Drug Rep 132:6A+ D 13 '37; Rayon 19:33-4
Ja '38

Proposed new constitution. Am Dyestuff Rep
27:548-9 O 3 '38

Seventeenth annual banquet, Dec. 4, 1937. Am
Dyestuff Rep 27:39-46 Ja 24 '38

AMERICAN association of university teachers of insurance

Annual meeting, Atlantic City, Dec. 27. East
Underw 38:1+ D 31 '37; Ins Field (Life ed) 41:1+
D 31 '37; Nat Underw (Life ed) 41:1+
D 31 '37; Weekly Underw 138:5+ Ja 1 '38

AMERICAN bank note company

Brass tacks for the investor; brief analysis.
Barron's 18:20 F 28 '38

Fortunes linked with security markets. Barron's
18:1 S 26 '38

Prospects brightened by the rise in new financing.
P. Dobbs. il Mag of Wall St 62:746-7 O 8 '38

Seven stocks with leadership potentialities.
Mag of Wall St 62:460-1 J 30 '38

Stocks which have done better than the averages.
E. A. Barnes. Mag of Wall St 62:167 My 21 '38

AMERICAN bankers association

Headquarters in Washington. il Banking 30:48-9 Ja '38

New research council organized. Burroughs
Clearing House 22:3 Ja '38

Organized to serve. O. W. Adams. Banking
30:89 Ap '38

Public relations committee formed. Comm & Fin
Chr 145:4055 D 25 '37

Regional conference at Des Moines, Feb. 10-11.
Comm & Fin Chr 146:1012 F 12 '38

Spring meeting of Executive council, Edgewater Park,
Miss. April 11-13. Comm & Fin Chr 146:2788 Ap 30 '38

Twenty-two East fortieth street; activities at headquarters.
il Banking 31:147-50 N '38

Trust division

Mid-continent trust conference, 9th. Chicago, Sept.
29-30. Trust Companies 67:401-40 O '38; Comm & Fin Chr 147:2185 O 8 '38

Mid-winter conference, 19th. New York, Feb. 15-17.
Trust Companies 66:143-7 F '38

AMERICAN bar association

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Influence of the American bar association on public opinion and legislation. M. L. Ruth-
erford. 393p biblog(p381-3) \$3 Foundation press, Chicago '37

Notes from unauthorized practice of law meeting, July 27, 1938. Trust Companies 67:330-1 S '38

Insurance section

Annual meeting, Cleveland, July 27. East Underw 39:1+
27, 30-1 J1 29 '38; Ins Field (Fire ed) 67:5-6 Ag 4 '38; Weekly Underw 139:193+
200-3 J1 30 '38

Real property, probate and trust law section

Annual meeting, Cleveland, July 25-29. Trust Companies 67:135-203 Ag '38

AMERICAN Bosch corporation

Rights to stockholders; capitalization outstanding at June 30, 1938. Comm & Fin Chr 147:3003 N 12 '38

AMERICAN brake shoe and foundry company

Annual report for year ended Dec. 31, 1937. Ry Age 104:318-19 F 12 '38

Brass tacks for the investor; brief analysis. Barron's 18:20 F 21 '38

Stocks whose earnings justify higher prices. Mag of Wall St 61:651-2 F 26 '38

AMERICAN bureau of shipping

Annual meeting, 76th. Marine Eng 43:134 Mr '38

AMERICAN business credit corporation

Stock offered. Comm & Fin Chr 145:3439 N 27 '37

AMERICAN can company

American Can merits its high rating. C. G. V. White. il Mag of Wall St 63:76-9+ N 5 '38

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Earnings outlook for tin containers; competitive situation clarified. N. Diehl. il Mag of Wall St 61:435-7+ Ja 15 '38

\$100,000 dealer contest turns canned beer sales curve upward. Sales Management 43:50-2 J1 1 '38

Struggles to regain market leader status. F. K. Dodge. Mag of Wall St 61:776-7+ Mr 26 '38

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Annual report, 39th. year ended April 30. Comm & Fin Chr 146:4105, 4135 Je 25 '38

AMERICAN casualty company

Annual statement for the year ending Dec. 31, 1937. Spectator (Property ed) 3:9 Ap 7 '38

AMERICAN ceramic society

Annual meeting, 40th, New Orleans, March 28-April 2. Oil Paint & Drug Rep 133:5+ Ap 11 '38

Annual meeting, 40th; schedules and directory; abstracts of papers. Am Cer Soc Bul 17:87-117 Mr '38

Annual meeting, New Orleans; with abstracts of papers. Brick & Clay Rec 92:12-17, 34+ Ap '38

Constitution, by-laws, rules, list of members. Am Cer Soc Bul 17:385-425 O '38

Forty years. Glass Ind 19:135-7 Ap '38

Relation of the American ceramic society and the American society of heating and ventilating engineers. R. A. Miller. Am Cer Soc Bul 16:448-9 N '37

Glass division

Annual meeting, 40th, New Orleans; abstracts of papers. Glass Ind 19:167-79 My '38

Holds successful meeting; symposium on the strength of glass. il Glass Ind 19:377-80 O '38

Program of New Orleans meeting, with abstracts of papers. Glass Ind 19:89-94, 106 Mr '38

AMERICAN chain and cable company

Brass tacks for the investor; brief analysis. H. Lawrence. Barron's 18:20 S 5 '38

AMERICAN chemical society

Dallas meeting, April 18-22. Ind & Eng Chem News ed 16:249-65 My 10 '38

Democracy of the American chemical society. F. C. Whitmore. Ind & Eng Chem News ed 16:406 J1 20 '38

Meeting, Milwaukee, Sept. 5-9. Ind & Eng Chem News ed 16:501-10, 512-13 S 20 '38

Officers. Science 86:463-4, 583-4 N 19, D 24 '37

Officers and committees. Ind & Eng Chem News ed 16:295-7 My 20 '38

Official reports for the year 1937. Ind & Eng Chem News ed 16:101-6 F 20 '38

Organization meeting, January 7, 1938; act of incorporation, constitution, etc. Ind & Eng Chem News ed 16:47-60 Ja 20 '38

Program of the Dallas meeting. Ind & Eng Chem News ed 16:159-66 Mr 20 '38

Program of the Milwaukee meeting. Ind & Eng Chem News ed 16:437-53 Ag 20 '38

Gas and fuel chemistry division

Meeting, Milwaukee, Sept. 6; abstracts of papers on coal. Coal Age 43:76, 78, 80+ O '38

News service

Second decade of the News service. Ind & Eng Chem News ed 16:33+ Ja 20 '38

AMERICAN chemical society—Continued

Petroleum division

Meeting, Dallas, with abstracts of papers.
Nat Pet N 30:9, 22, R198-200 Ap 20 '38;
Oil & Gas J 36:27+ Ap 21 '38
Meeting, Milwaukee, Sept. 5-9, Nat Pet N
30:R476+ S 21 '38; Oil & Gas J 31:31-2
S 8 '38

Rubber division

Spring meeting, Detroit, March 28-29. Rubber
Age 43:39-42 Ap '38; India Rubber W 98:
53-4 Ap; 55-6 My '38

AMERICAN chicle company

Brass tacks for the investor; brief analysis.
Barron's 18:20 Ap 4 '38

AMERICAN college of life underwriters

Availability and opportunity of study groups.
F. L. Jones, East Underw 38:6-7 N 19 '37
Change in examination fees. East Underw 38:
12 N 12 '37

Fund assured on permanent basis; examination
fee raised. Weekly Underw 137:1049 N
13 '37

New educational advisory department. Ins
Field (Life ed) 67:7 Ja 14 '38; Nat Underw
(Life ed) 42:8 Ja 14 '38

AMERICAN college publicity association

Publicity problems; proceedings of the
eighteenth annual convention, Louisville,
Kentucky, June 24-26, 1937, pa \$1 The as-
sociation, Edward H. Stromberg, sec.
Northwestern university, Evanston, Ill. '37

AMERICAN committee for international wild
life protection

Transfer of headquarters; additions to ad-
visory board. Science 87:385 Ap 29 '38

AMERICAN concrete contractors' association

Organization, aims and purposes, etc. Con-
crete 46:12+ Mr '38

What form of organization for concrete men?
R. C. Condo. Concrete 45:23-4 D '37

AMERICAN concrete institute

Annual meeting, 34th, Chicago, Feb. 22-24.
Concrete 46:8 Mr '38; Eng N 120:318, 374-
7 Mr 3-10 '38; Am Concrete Inst J 9:sup
[news letter] 1-19 Mr '38

Charter, by-laws, officers and directors, mem-
bers, medals and awards, etc. Am Concrete
Inst J 10:sup723-329 S '38

Future policies of the Institute. J. C. Pear-
son. Am Concrete Inst J 9:377-80 Mr '38

AMERICAN concrete pipe association

Annual meeting, 31st, San Antonio, Feb. 15-
16. Rock Prod 41:89-90 Mr '38

AMERICAN cotton manufacturers association

Convention, Augusta, April 29-30. Textile
World 88:46-7 My '38

AMERICAN council on education

American youth commission

Maryland study of the American youth com-
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AMERICAN cyanamid company

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Barron's 18:20 My 9 '38

Chemical industry. Fortune 16:90 D '37

Cyanamid's research workers at Stamford.
Chem Ind 42:35-8 Ja '38

Profit opportunities. Mag of Wall St 62:690
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Selected stocks for the recovery cycle. E. A.
Barnes. Mag of Wall St 62:292 Je 18 '38

AMERICAN debenture corporation

\$7,300,000 of tenders accepted by Maryland
casualty co. Comm & Fin Chr 147:2078 O 1
'38

13 mortgage companies request tenders on
\$23,800,000 of debentures; step toward final
liquidation. Comm & Fin Chr 147:1025-6 Ag
13 '38

AMERICAN documentation institute

Microfilms make information accessible. W.
Davis. Special Lib 29:35-7 F '38

AMERICAN drug manufacturers association
Annual meeting, 27th, White Sulphur Springs,
May 2-5. Oil Paint & Drug Rep 133:3+ My
9; 45-8+ My 16; 47-8+ My 23 '38

AMERICAN druggist (periodical)

Crusade on the known quality of advertised
products. Sales Management 43:70-1 O 1 '38

AMERICAN electroplaters' society

Annual meeting, 26th, Milwaukee, June 13-16.
Steel 102:40-1 Je 20; 37+ Je 27 '38; Metal
Ind 36:320-9 Jl '38

AMERICAN engineering council

Annual meeting, 18th, Washington, Jan. 13-
15. Eng N 120:94 Ja 20 '38; Science 87:sup8
Ja 21 '38; Elec Eng 57:80-1 F '38; Mech Eng
60:178-9 F '38

Work of American engineering council, 1937.
F. M. Feiker. Mech Eng 60:453 My '38

AMERICAN engineering standards committee
How the AESC was organized. C. A. Adams.
Ind Stand 9:237-8 O '38

AMERICAN European securities company

Annual report. Comm & Fin Chr 146:587 Ja
22 '38

Reduction in capital proposed. Comm & Fin
Chr 147:2078 O 1 '38

AMERICAN farm bureau federation

Annual convention, Chicago. Comm & Fin
Chr 145:4050 D 25 '37

AMERICAN federation of labor

A.F.L. feels its oats. Business Week p16 Ag
27 '38

A.F.L. rejects Tobin's demand for peace with
C.I.O. Business Week p14-15 O 15 '38

A.F.L. weighs peace and politics. Business
Week p16 O 8 '38

Annual convention, 57th, Denver, Colo. Oct.
4-15, 1937. Monthly Labor R 45:1427-81 D
'37

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Fin Chr 147:2175-6 O 8 '38

Developments of the labor movement leading
to the A.F. of L. and the C.I.O. H. Feld-
man. Soc for Advan of Management J 3:85-
92 My '38

Executive council expels three C.I.O. unions,
including United mine workers. Comm &
Fin Chr 146:1013-14 F 12 '38

Leaders of C.I.O. and A.F. of L. on Labor
day declare against rival movements. Comm
& Fin Chr 147:1579-80 S 10 '38

New peace proposal by John L. Lewis is
rejected by William Green. Comm & Fin
Chr 146:848 F 5 '38

William Green, re-elected president, urges
C.I.O. to return to federation. Comm &
Fin Chr 147:2332-3 O 15 '38

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Trade unions—United
States

AMERICAN federation of musicians

Job symphony; radio industry and American
federation of musicians come to terms on
re-employment program. Business Week
p17-18 Ja 1 '38

AMERICAN fidelity and casualty company

Analysis. Spectator (Property ed) 3:34-5 Mr
24 '38

AMERICAN finance conference

Annual convention, 4th, Chicago. Business
Week p67-8 N 13 '37

AMERICAN foundrymen's association

Annual meeting, 42d, Cleveland, May 14-19.
Steel 102:15-17, 38-40 My 23; 46-8 My 30;
40+ Je 6 '38; Iron Age 141:52-5 My 26 '38;
Foundry 66:26-9+ Je; 31+ Jl '38; Metal Ind
36:287-9 Je '38

Convention plans, portraits, program, exhib-
itors. Foundry 66:44-63 My '38

Convention preview; officers, program, ex-
hibitors. Metals & Alloys 9:11-12+ My '38

Elects five directors; sketches. Foundry 66:
71+ Je '38

Establish a junior chapter; foundry students
in Crane technical high school, Chicago.

R. W. Schroeder. Il Foundry 66:53+ S '38

Staff changes. pors Foundry 66:44+ S '38

AMERICAN fruit growers, incorporated

Annual report. Comm & Fin Chr 147:2078-9
O 1 '38

AMERICAN gas and electric company

Brass tacks for the investor; brief analysis. Barron's 18:20 Mr 14 '38
Earnings, 1936, 1937. Comm & Fin Chr 146: 3658 Je 4 '38

AMERICAN gas association

American gas association competition conducted by the Architectural forum; report of jury, photographs of winners, prize designs of homes and neighborhood planning. Arch Forum 69:2-74 Jl '38

Annual meeting, 20th, Atlantic City, Oct. 10-13. Gas Age 82:25-36+ O 27 '38; Steel 103: 47+ O 17 '38; Am Gas Assn Mo 20:371-3+ N '38; Am Gas J 149:9-17 N '38

Discussion of research. A. Forward. Am Gas Assn Mo 20:53-4 F '38

Distribution conference, 15th, Cincinnati, April 4-6. Gas Age 81:14-16+ Ap 28 '38; Am Gas Assn Mo 20:178-9, 194-6 My '38; Am Gas J 148:29 Ap '38

Historical review of A.G.A. rate structure activities. M. C. Henry. Am Gas Assn Mo 20:126-8 Ap '38

How the Washington office helps promote the sale of gas. G. Bean. Am Gas Assn Mo 20: 230-1+ Je '38

Officers; portraits. Gas Age 82:51 O 13 '38
Production and chemical committees meet, New York, May 23-25. Gas Age 81:27-8+ Je 9 '38

Sales aids for gas house heating and air conditioning; work of American gas association committee. F. H. Trembly, Jr. Am Gas Assn Mo 20:337-8+ O '38

\$13,700 awarded to architects in A.G.A. competition. Am Gas Assn Mo 20:259-60 Jl-Ag '38

Who's who among new officers; sketches and portraits. Am Gas Assn Mo 20:388-91 N '38
Your association; what it is and what it offers; Technical section. Am Gas Assn Mo 20:347-9 O '38

Appliance testing laboratory

Certified range program. H. Cuthrell. Am Gas Assn Proc 1937:306-9; Same abr. Am Gas J 147:39-41 N '37; Excerpts. Am Gas Assn Mo 19:400+ N '37

Domestic gas water heating research forges ahead. F. J. Rutledge. Il Am Gas Assn Mo 20:91-3 Mr '38

Laboratories check test gases. Il Am Gas Assn Mo 20:198-9 My '38

Testing laboratories develop new horizontal draft hood. W. R. Teller. bibliog il diags Gas Age 80:29-31+ D 23 '37

Industrial gas section

Annual meeting, Atlantic City, Oct. 10-13. Am Gas Assn Mo 20:406-8 N '38; Am Gas J 149: 32-3 N '38

1938 A.G.A. leaders in the industrial gas field; portraits. Am Gas Assn Mo 20:72 F '38

1938 committees appointed. Am Gas Assn Mo 20:34 Ja '38; Same. Am Gas J 148:56 Ja '38

Your association, what it is and what it offers. Am Gas Assn Mo 19:425-7 D '37

Natural gas department

Annual meeting, Atlantic City. Am Gas Assn Mo 20:380-2 N '38; Oil & Gas J 37:37-8 O 20 '38

Annual meeting, Cleveland. Am Gas Assn Proc 1937:110-38

Meeting, New Orleans, May 9-12. Am Gas Assn Mo 20:203-7, 234-5, 237-8 Je '38; Gas Age 81:24-6+ My 26 '38; Oil & Gas J 37:38-9 My 19 '38; Am Gas J 148:22-3 Je '38

AMERICAN gas machine company

How a well-oiled control system increases volume and cuts sales costs; the sales record plan set up by American gas machine co. P. L. Leach. Il Sales Management 43:105-6, 108 O 10 '38

AMERICAN gear manufacturers' association

Annual meeting, 22d, Niagara Falls, April 25-27. Steel 102:17-18, 42-3+ My 2 '38; Am Mach 82:382b-382c My 4 '38; Iron Age 141: 60-1+ My 5 '38

Semi-annual meeting, 21st, Skytop, Oct. 10-12. Iron Age 142:38-9 O 20 '38; Steel 103:60+ O 17 '38

AMERICAN general corporation

Financial report for 1937. Comm & Fin Chr 146:741 Ja 29 '38

AMERICAN geophysical union

Nineteenth annual general assembly. J. A. Fleming. Science 88:282-4 S 23 '38

AMERICAN hardware manufacturers' association

Semi-annual meeting, 77th, Atlantic City, Oct. 17-20. Steel 103:23 O 24 '38

AMERICAN institute of accountants

American institute of accountants <1887-1937> Fiftieth anniversary celebration, 1937, October eighteenth to twenty-second, New York city. 522p Ptd. by Rumford press, Concord, N. H. '38

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AMERICAN institute of actuaries

Annual meeting, Chicago. East Underw 39:3+ Je 10 '38; Ins Field (Life ed) 67:7+ Je 10 '38; Nat Underw (Life ed) 42:1, 24-7 Je 10 '38; Weekly Underw 138:1366 Je 11 '38

Joint meeting with the Actuarial society of America, New York. East Underw 39:10-12 O 7 '38; Ins Field (Life ed) 67:9-10 O 7; 7-8 O 14 '38; Nat Underw (Life ed) 42:1-4 O 7; 6+8, 8 O 14 '38; Weekly Underw 139:741+ O 8 '38

AMERICAN institute of architects

Annual convention, 70th, New Orleans. Arch Rec 83:88-9 My '38

AMERICAN institute of banking

Annual convention, Louisville. Comm & Fin Chr 146:3894 Je 18 '38

376 classroom hours; institute program. M. F. Barlow. Banking 30:91 Mr '38

AMERICAN institute of chemical engineers

Annual meeting, 30th, St Louis, Nov. 17-19. Am Inst Chem Eng Trans 33:B168-97 D '37; Can Chem & Met 21:371-2 N '37

Semi-annual meeting, 30th, White Sulphur Springs, May 9-11. Chem & Met Eng 45: 310-11 Je '38

AMERICAN institute of chemists

Annual meeting, Atlantic City, May 13. Oil Paint & Drug Rep 133:5+ My 23 '38

AMERICAN institute of electrical engineers

Annual winter meeting, New York, Jan. 24-28. Steel 102:46+ Ja 31 '38; Elec Eng 57:114-35 Mr '38; Elec W 109:550-4+ F 12 '38; Power Pl Eng 42:192-5 Mr '38

Institute budget for the year 1937-38. Elec Eng 56:1522-4 D '37

Institute's fundamental responsibilities. W. H. Harrison. Elec Eng 57:279-80 Jl '38

New officers elected; constitutional amendments. Elec Eng 57:303-4 Jl '38

North eastern district meeting, Lenox, Mass. May 18-20. Elec Eng 57:298-302 Jl '38

Officers and committees for 1938-39; with directory of student branches and local sections. Elec Eng 57:397-401 S '38

Pacific coast meeting, Portland, Aug. 12-16. Elec West 81:45-6 S '38

Report of the board of directors. Elec Eng 57:305-15 Jl '38

Section and branch activities; annual report for 1937-38. Elec Eng 57:263-6 Je '38

Summer meeting, Washington. Elec W 110: 36-9, 81 Jl 2 '38; Elec Eng 57:349-56 Ag '38

AMERICAN institute of laundering (formerly Launderers' national association)

Bonds offered; history and business. Comm & Fin Chr 136:2858 Ap 30 '38

AMERICAN institute of mining and metallurgical engineers

Annual meeting, 148th, New York, Feb. 14-18. Steel 102:17-19+ F 21: 45-7 F 25 '38; Iron Age 141:30-5+ F 24 '38; Min & Met 19:139-50 Mr '38; Eng & Min J 139:76 Mr '38; Rock Prod 41:55-6 Mr '38

Report of the membership committee. Min & Met 19:205-6 Ap '38

Roster of officials. Min & Met 19:213 Ap '38

Year book. Min & Met 19:1-152 sec 2 Ja '38

AMERICAN institute of mining and metallurgical engineers—Continued**Coal division**

Annual meeting, New York, Feb. 14-18. Coal Age 43:80-1, 84+ Mr '38; Min & Met 19:145-6 Mr '38

Industrial minerals division

Annual meeting, New York. Min & Met 19:144-5 Mr '38
Fall meeting, 3d, Knoxville, Oct. 6-8. Min & Met 19:489-90 N '38; Rock Prod 41:47+ N '38

Institute of metals division

Annual meeting, New York, Feb. 15-18. Min & Met 19:142-4 Mr '38; Metal Ind 36:125-6 Mr '38
Fall meeting, Detroit, Oct. 17-19. Iron Age 142:40-1+ O 27 '38; Steel 103:53 O 31 '38; Min & Met 19:535-6 D '38

Iron and steel division

Annual meeting, New York. Min & Met 19:141-2 Mr '38
Fall meeting, Detroit, Oct. 17-19. Iron Age 142:40-1+ O 27 '38; Steel 103:53 O 31 '38; Min & Met 19:535-6 D '38

Mineral industry education division

Annual meeting, New York. Min & Met 19:140-1 Mr '38

Petroleum division

Annual meeting, New York; Petroleum division to have permanent secretary. Min & Met 19:148-9 Mr '38; Oil & Gas J 36:45, 54, 57+ F 24 '38
Chester Naramore to be secretary. Min & Met 19:414 S '38
Fall meeting, Los Angeles, Oct. 20. Oil & Gas J 37:45-6, 227 O 27 '38
Fall meeting, San Antonio, Oct. 5-7. Oil & Gas J 37:27-8 O 13 '38; Min & Met 19:487-8 N '38

AMERICAN institute of nutrition

Meeting, 1938, Baltimore; abstracts of papers. Science 87:sup10+ Ap 1 '38

AMERICAN institute of steel construction

Annual meeting, 16th, French Lick, Oct. 11-14. Iron Age 142:36-7 O 20 '38; Eng N 121:432 O 20 '38; Steel 103:18-19+ O 17 '38

AMERICAN institute of the city of New York

Awards. Science 87:133 F 11 '38

AMERICAN international corporation

Annual report. Comm & Fin Chr 146:587-8 Ja 22 '38

AMERICAN iron and steel institute

Annual meeting, 47th, New York. Iron Age 141:56-9, 89-91 Je 2 '38; Am Mach 82:478b Je 1 '38; Steel 102:15-17 My 30 '38; Blast F & Steel Pl 26:581-4 Je '38
Steel men study new trends; discussion at annual meeting. Business Week p30-1 My 28 '38

AMERICAN labor party

Future of the American labor party. W. T. Cobb. Barron's 17:7 N 29 '37

AMERICAN leather chemists association

Annual meeting, 35th, Bedford, Pa. June 14-17. Oil Paint & Drug Rep 133:5+ Je 27 '38

AMERICAN legion

American legion as educator. W. Gellermann. 280p bibliog(p274-80) \$3.15 Teachers' college '38

AMERICAN library institute

Contributions of the fellows, 1937. H. O. Severance. Lib J 63:353-7 My 1 '38

AMERICAN life convention

Annual meeting, 33d, Chicago. East Underw 39:1+, 11, 17-25 O 14 '38; Ins Field (Life ed) Conv no 67:5-26 O 13 '38; Nat Underw (Life ed) 42:1+ O 14 '38; Nat Underw (Life ed) Conv no 42:1-20 O 15 '38; Spectator (Life ed) 141:12-13+ O 13; 12-13 O 27 '38; Weekly Underw 139:794-806 O 15 '38
Financial section meeting, Chicago. East Underw 39:15 F 25 '38; Ins Field (Life ed) 67:7-8+ F 25 '38; Nat Underw (Life ed) 42:2 F 25 '38; Spectator (Life ed) 140:6-8+ Mr 3 '38; Weekly Underw 138:538+ F 26 '38
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AMERICAN merchant marine library association

Books build morale. Il Nation's Business 26:54 O '38

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Selling 25 points below apparent value. C. G. V. White. Il Mag of Wall St 61:577-9+ F 12 '38

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New societies and shifting interests. H. B. Ward. Science 86:579-80 D 24 '37

AMERICAN mining congress

Annual meeting, 40th, Washington, D.C. Dec. 1-3. Min Cong J 24:51-7 Ja '38; Coal Age 43:104+ Ja '38

Coal division, Advisory council and Board of governors, meeting, New York, May 4. Min Cong J 24:30-2 Je '38

Coal division annual meeting; portraits, program, exhibits. Min Cong J 24:59-83+ My '38

AMERICAN mining congress—Continued

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Declaration of policy. Min Cong J 24:56-7 Ja '38

Need of effective organization of the mining industry. J. D. Conover. Min Cong J 24: 66-70 O '38

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AMERICAN newspaper guild

No Guild coast strike; San Francisco newspapermen win on most points but lose on Guild shop demand. Business Week p36-7 Ap 23 '38

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A.N.P.A. re-elects. Ptr Ink 183:64 My 5 '38

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AMERICAN oil chemists' society

Annual meeting, 29th, New Orleans, May 12-13. Oil Paint & Drug Rep 133:3+ My 23 '38

AMERICAN ornithologists' union

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AMERICAN petroleum institute

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Mid-year meeting, 8th, Wichita, Kan. May 23-26. Nat Pet N 30:18 My 25; 27-9 Je 1 '38; Oil & Gas J 37:25-7+ My 26 '38; Oil Paint & Drug Rep 133:5+ My 30 '38

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AMERICAN pharmaceutical association

Annual meeting, 86th, Minneapolis, Aug. 22-26. Oil Paint & Drug Rep 134:3+ Ag 29; 5+ S 5 '38

Research laboratories in Washington opened. Il plan Oil Paint & Drug Rep 134:3+ J1 11 '38

AMERICAN pharmaceutical manufacturers association

Annual meeting, Hot Springs, Va. Oil Paint & Drug Rep 133:3, 48+ Je 20 '38

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Annual general meeting, Philadelphia, April 21-23. Science 87:391-2 Ap 29 '38

Grants awarded. Science 86:435-6; 87:432-3 N 12 '37, My 13 '38

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Minutes of the San Diego meeting, June 22-24, 1938; abstracts of papers. Phys R 54: 235-43 Ag 1 '38

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Fiftieth anniversary. W. J. Meek and A. C. Ivy. Science 87:361-2 Ap 22 '38

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Annual report. Comm & Fin Chr 146:3172-3 My 14 '38

AMERICAN president lines (formerly Dollar steamship lines)

Ships change names; Dollar boats are now the American president lines. Business Week p40 N 5 '38

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Annual meeting, 66th, New York, Oct. 5-8. Science 86:434-5 N 12 '37

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Annual meeting, 44th, New York. Eng N 121: 501-4 O 20 '38

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Annual meeting, 45th, Chicago, Oct. 18-20. Ry Age 105:624-9, 659-63 O 29-N 5 '38

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Doorrays	and structures
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Building stone	Plaster and plastering
Cement	Plastic materials,
Clay products	Laminated
Concrete	Plywood
Concrete, Reinforced	Pozzuolana
Concrete blocks	Sheet metal
Concrete slabs	Sheet metal, Enam-
Concrete stone	eled
Concrete tile	Sheet metal work,
Cork	Architectural
Felt, Roofing	Shingles
Fire resisting materials	Shipbuilding—
Flooring	Materials
Glass	Steel, Structural
Glass, Structural	Strength of materials
Gravel	Stucco
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Concrete buildings
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Earthquakes and building
Employees' buildings
Exhibition buildings
Factories
Floods and building

Foundries
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Gas companies—Buildings
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Hangars
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| Auditing | Factory management |
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| Budget, Business | Ideas in business |
| Business ethics | Industrial management |
| Business forecasting | Insurance, Business |
| Collecting of accounts | Inventories |
| Competition | Jobs |
| Complaints | Mail order business |
| Controllers | Marketing |
| Corporations | Merchandizing |
| Credit | Office management |
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BUSINESS management—See also—*Continued*
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Laws and regulations
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Car trucks
Car wheels
Dining cars
Freight cars

Mine cars
Motor cars (railroad)
Refrigerator cars
Sleeping cars
Street cars
Tank cars

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 Street cars

Articulated cars

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|-------------------------------|-----------------|
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Valence

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Centrifuges
Chemical engineering
—Apparatus and supplies
Chemical laboratories
—Equipment
Chemical plants—
Equipment
Crucibles
Distillation apparatus
Drying apparatus
- Electric furnaces,
Laboratory
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—Study and teaching
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—Study and teaching

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Atoms
Isotopes
Periodic system
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- Transmutation
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Valence

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See also

Acid handling
Chemical plants
Chemistry, Technical
Distillation
Drying
Evaporation
Filters and filtration
(technical chemistry)

Metallurgy
Mixing
Petroleum refineries
Refrigeration and refrigerating machinery
Refuse disposal
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See also

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Centrifuges
Chemical plants—Equipment
Classifiers

Distillation apparatus
Drying apparatus
Evaporators
Extraction apparatus
Separators

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| Chemicals | Rubber industry and trade |
| Chemistry | Salt |
| Chemistry, Technical | Soap |
| Clay industries | Solvents |
| Drug trade | Sugar industry and trade |
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| Catalysts | Dyes and dyeing— |
| Chemical industries | Chemistry |
| Chemical reagents | Insecticides |
| Chemistry, Medical | Refrigerants |
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Catalysis	Mixtures
Chemical reaction	Molecules
Chemicals	Oxidation
Chemists	Photochemistry
Colloids	Physiological chemistry
Color	trity
Combustion	Poisons
Condensation, Chemical	Poisons, Industrial
Crystallization	Radioactive substances
Crystallography	Reduction, Chemical
Dissociation	Rubber—Chemistry
Dyes and dyeing—Chemistry	Salt
Electrochemistry	Salts
Electrolysis	Solids
Electrolytes	Solution (chemistry)
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See also

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Dye analysis
Electrochemical analysis
Gas analysis
Gravimetric analysis

Indicators and test papers
Iodometry
Metallurgical analysis
Microanalysis
Oil analysis

Spectrum analysis

Sugar analysis

Textile analysis

also subdivision of substances, e.g.

Air—Analysis

Paper—Analysis

Petroleum—Analysis

Turbidimetric analysis

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Rocks—Analysis

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Poisons

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Anesthetics	Materia medica
Anesthetics, Local	Narcotics
Chemotherapy	Pharmacology
Disinfection and disinfectants	Pharmacy
Drugs	Poisons
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Acids, Fatty	Diazo compounds
Acids, Organic	Essential oils
Alcohols	Esters
Aldehydes	Ethers
Alkaloids	Glucosides
Amines	Hydrocarbons
Carbohydrates	Ketones
Carbon	Proteins
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Condensation, Chemical	Stereochemistry
Cyclic compounds	Sugars
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Absorption	Electrolytes
Activation	Electrons
Addition compounds	Emulsions
Adsorption	Equation of state
Atomic weights	Evaporation
Atoms	Fluorescence
Boiling points	Free energy
Catalysis	Freezing points
Catalysts	Ionization, Electrolytic
Chemical equilibrium	Ionization, Gaseous
Chemical reaction	Ions
Colloids	Isomerism
Condensation, Chemical	Isotopes
Crystallization	Matter
Crystallography	Melting points
Dew points	Mixtures
Dissociation	Molecular rearrangements
Dühring's rule	Molecular weights
Electrochemistry	Molecules
Electrolysis	

CHEMISTRY, Physical and theoretical—Seealso—*Continued*

Optical rotation	Surface phenomena
Periodic system	Surface tension
Photochemistry	Thermochemistry
Quantum theory	Thermodynamics
Solids	Valence
Solubility	Vapor pressure
Solution (chemistry)	Wave mechanics
Stereochemistry	

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Acid resisting materials	Lacquer and lacquering
Alcohol	Leather
Alcohols	Metallurgy
Alkalies	Oils and fats
Alloys	Ore treatment
Ammonia	Paint
Beverages	Paper
Blast furnace gas	Paper making
Bleaching	Paper making materials
Brewing	Petroleum—Chemistry
Cellulose	Petroleum distillation
Cement	Petroleum refining
Ceramics	Plastic materials
Chemical engineering	Porcelain
Chemical industries	Pottery
Chemical patents	Rayon
Chemicals	Refractory materials
Clay	Refrigerants
Clay industries	Resinous products
Coal distillation	Rubber
Coal tar	Sanitary chemistry
Coke-oven gas	Soap
Corrosion and anti-corrosives	Solvents
Cyanide process	Sugar
Dehydration	Sulfuric acid
Distillation	Synthesis
Dyes and dyeing—Chemistry	Tanning materials
Electrochemistry	Tar oils
Essential oils	Textile chemistry
Explosives	Varnish and varnish-ing
Fertilizers	Vulcanization
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Drilling and boring
(earth and rocks)
Earthwork
Flood control
Foundations
Highway engineering
Hydraulic engineering
Irrigation
Marine engineering

Mining engineering
Municipal engineering
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|----------------------|--------------------|
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| Columns, Concrete | Dams, Concrete |
| Concrete, Reinforced | Floors, Concrete |
| Concrete blocks | Railroads—Concrete |
| Concrete houses | construction |
| Concrete lining | Roofs, Concrete |
| Concrete mixing | Sewers, Concrete |
| Concrete piling | Silos, Concrete |
| Concrete placing | Walls, Concrete |
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Concrete slabs	Pipes, Concrete

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| Coal handling | Monorail conveyors |
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| Freight handling | Pneumatic conveying |
| Hoisting machinery | Sheet metal handling |
| Loading and unloading | |
- Belt conveyors**
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Cooling

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Milk cooling

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| Corrosion resisting materials | Pipe coating |
| Electrolytic corrosion | Pipe lines—Protection |
| Galvanizing | Steel—Protection |
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Gear cutting	Paper cutting
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Cutting-off machines	Reamers
Cutting tools	Saws
Gear cutting machines	Screw machines
Metal cutting	Shears (machines)
Milling cutters	Threading machines
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Saws, Metal working

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See also

Advertising—Dealer cooperation	Display of merchandise
Advertising—Dealer helps	Salesmen, Retail—Training
Credit departments—Service	Show windows

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Libby makes dealer backbone of new \$50,000 contest to move heavy pack. R. L. James. *Il Ptr Ink* 183:13-16 *Ap* 14 '38

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N.Y. grocers tell what brands they like to sell most, and least. *Sales Management* 42:18-20 *Ap* 1 '38

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Right retail point of view lifts Palm Beach sales 700% in six years. E. Peterson. *Ptr Ink* 182:11-13, 74-5 *F* 3 '38

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Sinclair sales rise when advertising pull is supported by dealer push. *Il Sales Management* 42:52, 54 *Mr* 1 '38

Studebaker announces new dealer advisory board. *Automotive Ind* 79:370 *S* 24 '38

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See also

Dealer helps	Sales policies
Discount, Trade	Voluntary chain systems
Gas companies—Appliance selling	

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Chevrolet looks ahead; offers training course for dealers' sons. D. G. Baird. *Il Sales Management* 43:26, 28 *S* 15 '38

J-M training schools are teaching building men to sell a package. A. A. Hood. *Il Ptr Ink* 183:11-13, 88-92 *Ap* 21 '38

Up from the ash-can; anthracite industry, still a war casualty, builds anew with a program of research and merchandising. A. H. Little. *Ptr Ink* 182:14-15+ *F* 10 '38

DEALER selection

Differential selling costs in relation to wholesale prices. D. R. G. Cowan. *Adv & Sell* 31:50-2 *Ja* '38

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DEALER selection—Continued

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See also
Mortality

Causes

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| Calico printing | Pigments |
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| Executives | Motion study |
| Factory management | Music in industry |
| Foremen | Office management |
| Industrial engineering | Planning |
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| Automobiles—Electric equipment | Electric protective apparatus |
| Clocks, Electric | Electric rectifiers |
| Coils | Electric shovels |
| Commutators | Electric transformers |
| Condensers (electricity) | Electricity in mining |
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| Electric controllers | Radio apparatus |
| Electric furnaces | Refrigerators, Electric |
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Electric motors, Synchronous

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EXHAUSTERS, Gas. See Gas exhausters**EXHIBITION buildings**

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|-----------------|-----------|
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Bridges—Foundations and piers
Building
Caissons
Cofferdams
Concrete piling
Dams—Foundations

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Caissons
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Concrete construction, Subaqueous
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Freight cars
Freight handling
Freight ships
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Packing for shipment
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Ships—Cargo
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Hoisting machinery

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| Blast furnace gas | Heating |
| Boilers—Firing | Kerosene |
| Butane | Lignite |
| Charcoal | Liquid fuel |
| Coal | Locomotives—Fuel |
| Coal, Pulverized | Motor bus engines—Fuel |
| Coke | Motor truck engines—Fuel |
| Coke-oven gas | Oil fuel |
| Combustion | Peat |
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Adsorption	Henry's law
Aerodynamics	Hydrogen
Air	Inflammable mixtures
Argon	Ionization, Gaseous
Blast furnace gas	Joule-Thomson effect
Chemistry	Neon
Chlorine	Nitrogen
Coke-oven gas	Oxygen
Dew points	Ozone
Electric discharges	Smoke
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Gas analysis	tion
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| Chlorine | Smoke |
| | Sulfur dioxide |

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Helium
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Fuel	
Automobile engines—	Inflammable liquids
Fuel	Motor bus engines—
Automotive fuel	Fuel
Gas and oil engines—	Motor truck engines—
Fuel	Fuel
Gasoline handling	Petroleum refining

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Analysis

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How Tide Water masses man power behind its major sales offensives; road show sales meetings for dealers and dealer salespeople. *il* Sales Management 43:85-6 O 10 '38

Long margins are blamed for retail price wars; retail buying, pricing and merchandising. L. A. Bosch. *Nat Pet N* 30:8-9 O 5 '38
New models are station's best gasoline customers; study of average annual mileage of cars of various makes and ages for purpose of estimating gasoline consumption. *Nat Pet N* 30:42+ Mr 23 '38

Phillips gasoline sales rise 150,000% in ten years. L. M. Hughes. *il* Sales Management 43:13-20 S 15 '38

Sinclair sales rise when advertising pull is supported by dealer push. *il* Sales Management 42:52, 54 Mr 1 '38

See also

Gasoline—Prices Oil bulk stations
Gasoline pipe lines Petroleum refining
Gasoline service stations

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Ethyl aims at the farm market from a third-line trench. P. McElroy. *il* *Ptr Ink* 183:25-6, 71-2 Je 30 '38

Experience in 56 countries puts Shell across in Canada. L. M. Hughes. *il* Sales Management 42:16-17+ Ja 1 '38

Flexible radio formula; how Cities Service keeps program interest alive. E. McEldowney. *il* *Ptr Ink* 184:15-18 Ag 25 '38

For headline readers. *il* *Ptr Ink* 181:19 D 30 '37

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Jersey will sell Esso aviation fuels and lubes. *Nat Pet N* 30:9+ My 18 '38

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Divorcement bill vigorously fought at committee hearing. H. D. Ralph. *Oil & Gas J* 36:20-2 Ap 28 '38

How Pennsylvania's price posting law is working. S. D. Clark. *Nat Pet N* 30:26, 28-30 F 2 '38

Must sell at posted price, official rules. J. N. Westsmith. *Nat Pet N* 30:5, 12 N 2 '38

1937 crop of oil laws. *il* *Nat Pet N* 29:35-6+ D 22 '37

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Gasoline—Taxation

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Actual and relative consumption of motor fuel by years, 1923-1937; tabulation. J. E. Pogue. *Oil & Gas J* 37:88 S 22 '38; Same. *Nat Pet N* 30:15 S 14 '38

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Motor fuel distribution trend is through outlets of jobbers. A. S. James. *Nat Pet N* 30:21 Je 29 '38

1937 oil demand at peak; analysis of American petroleum institute statistics. A. J. Byles and E. H. Markham. *Nat Pet N* 29:9+ D 15 '37

1929 was only a good start for gasoline consumption. M. G. Van Voorhis. *il* *Nat Pet N* 29:33 N 17 '37

Oil's outlook brightens for remainder of 1938; first half of 1938 compared with first half of 1937. *Nat Pet N* 30:9, 16-20 J1 13 '38

Sales of regular gas gain, at expense of third grade; study of gasoline and oil sales by grades of seven large Mid-continent refiners and marketers. *Nat Pet N* 30:38+ My 4 '38

States of all-year touring show gallanage gains. *Nat Pet N* 30:24 Je 8 '38

'38 gasoline consumption shows gains in 35 states; gasoline consumption by states, June, and first six months, 1938. *Nat Pet N* 30:17 S 7 '38

'37 winds up with 8% gain in gas demand; gasoline consumption in U.S. for 1937 and for December, 1937. *Nat Pet N* 30:22 Mr 16 '38

Austria

Octane number 73 is proposed as minimum by Austrian touring club. *Automotive Ind* 78:397 Mr 12 '38

California

California inquiry nearly completed. L. P. Stockman. *il* *Oil & Gas J* 36:23-4 F 3 '38

California lawsuit based on dealer's free service. *Nat Pet N* 30:12 Ag 24 '38

California's experience with retail price laws. J. Westsmith. *Nat Pet N* 30:28+ Je 22 '38

New plants keep California first in natural gasoline production. W. W. Robinson. *Nat Pet N* 30:R96+ Mr 9 '38

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Experience in 56 countries puts Shell across in Canada. L. M. Hughes. *il* Sales Management 42:16-17+ Ja 1 '38

Gasoline surveys for 1935 and 1936. P. V. Rosewarne and H. M. Chantler. *40p Canada*. Dept. of mines and resources, Ottawa '37 (p 25c)

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Illinois checks low grade gas at station pump. *Nat Pet N* 30:7 F 2 '38

Indiana

Indiana independents' gallanage is growing. *Nat Pet N* 30:38 Mr 16 '38

Michigan

Court holds Michigan fair trade law valid. *Nat Pet N* 30:17 Ap 13 '38

14 are arrested under Michigan fair trade law. J. W. Thompson. *Nat Pet N* 29:13 N 24 '37

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Larger slice of gallanage gains in Midwest is won by jobbers during first half of 1938. A. S. James. *Nat Pet N* 30:21+ S 14 '38

Midwestern jobbers' gallanage grew faster during 1937. A. S. James. *Nat Pet N* 30:32-3 F 9 '38

Montana

Montana refining conscious; movement under way to induce public to buy motor fuel refined in the state. J. Westsmith. *il* *Nat Pet N* 29:25-6, 28 D 22 '37

Ohio

Ohio Attorney general calls oil companies to discuss gasoline bank nights. *Nat Pet N* 30:11-12 My 18 '38

Rival gasoline bank nights dazzling motorists in Ohio. *Nat Pet N* 30:9+ My 4 '38

Travel promotion campaign helps gasoline sales. *il* *Nat Pet N* 30:36-9 Je 22 '38

Pennsylvania

How Pennsylvania's price posting law is working. S. D. Clark. *Nat Pet N* 30:26, 28-30 F 2 '38

GASOLINE industry—Continued

Texas

Fewer but better refineries in the east Texas field today. G. Weber. *il Oil & Gas J* 36: 103-4 My 12 '38

Natural gas, carbon black and natural gasoline industries in state of Texas. A. M. Crowell and W. F. G. Stein. *il Oil & Gas J* 36:78-81 Ap 14 '38

United States

Divorcement endangers saving thru low-cost transportation. P. G. Blazer. *Nat Pet N* 30:41-2, 44-6 My 11 '38

Don't step up runs this year refiners urged; economics of the inventory situation; abstracts. F. Van Covern. *Nat Pet N* 30:9, 20-1 Ap 13 '38; *Oil & Gas J* 36:62-4 Ap 14 '38

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Increasing importance of the independent jobber. E. Ledbetter. *Nat Pet N* 30:42-4 Ap 6 '38

Industry must help public to understand. A. J. Byles. *Oil & Gas J* 36:69-70-1 N 12 '37; Same. *Am Pet Inst Proc* 18(1):6-9 '37; Excerpts. *Nat Pet N* 29:16-17 N 10 '37

Iowa plan blamed for crazy market. T. F. Smiley. *il Oil & Gas J* 37:41-2 O 27 '38

Jobbers problems outlined. E. V. Weber. *Nat Pet N* 30:33-4, 36-4 Ap 20 '38

Mid-continent refiners' economic problems; abstract. C. M. Boggs. *Oil & Gas J* 36: 26-7 Ap 28 '38

Oil and gas industry promises sustained demand for steel this year. *il Steel* 102:25-6 Ap 4 '38

Oil companies join crusade for more sales, more jobs. *Nat Pet N* 30:11 JI 13 '38

Oil's biggest markets achieved since 1929. A. R. Maunsby. *Nat Pet N* 29:26-8 D 29 '37

Record in tourist demand for gasoline predicted. H. S. Norman. *il Oil & Gas J* 36: 8-9 Ap 7 '38

Small refiner's plight is same now as in 1935. *Nat Pet N* 30:20-1 My 11 '38

Welfare of natural gasoline industry affected from outside. J. A. LaFortune. *Oil & Gas J* 36:97-8 My 12 '38

Anti-trust trial

Arguments on dismissal of Madison verdict. *Oil & Gas J* 36:54 Mr 31; 15-4 Ap 7 '38; *Nat Pet N* 30:9-4 Mr 30; 24-7 Ap 6 '38

Arnold issues statement on first Madison case attacking Judge Stone's dismissal of defendants. *Nat Pet N* 30:16-18 Ag 31 '38

Brief hearing wipes slate for 54 Madison defendants. *Nat Pet N* 30:5-4 Je 8 '38

Court dismisses charges; new trials at Madison. R. B. Pyre. *Oil & Gas J* 37:21-4 JI 21 '38

Federal court sustains conviction of only 5 individuals and 12 corporations in Madison oil trials. *Comm & Fin Chr* 147:508-9 JI 23 '38

Federal government obtains show cause order in case of acquittal of defendants in Madison (Wis.) oil case. *Comm & Fin Chr* 147: 2176-7 O 8 '38

Federal jury at Madison, Wis. finds 16 oil companies and 30 of their officers guilty of gasoline price-fixing. *Comm & Fin Chr* 146: 684-5 Ja 29 '38

Gasoline antitrust case fines total \$65,000. *Oil Paint & Drug Rep* 134:5 JI 25 '38

Government attacks Madison dismissals. *Nat Pet N* 30:7 Ag 10 '38

Guilt is Madison verdict; appeals planned; court's charge to jury; counsels' arguments. *Nat Pet N* 30:9, 12-13, 24-32, 49-50 Ja 26 '38

Judge Stone explains rulings in Madison case. *Nat Pet N* 30:15-18 JI 20 '38; Same. *Oil & Gas J* 37:199-200-4 JI 23 '38

Judge Stone refuses demand of Department of justice that he rescind order dismissing defendants in Madison trial. *Oil & Gas J* 37: 30 S 29 '38

Judge voids guilty verdict for 29 at Madison. *Nat Pet N* 30:9-10 JI 20 '38

Justice department statement; U. S. vs. Socony-Vacuum oil co. et al. *Nat Pet N* 30:20-1 Je 1 '38

Madison grand jury may not consider new oil cases; basis of appeal. R. B. Pyre. *Oil & Gas J* 37:66 JI 23 '38

Madison trial. R. B. Pyre. *Oil & Gas J* 36:24-6 O 14; 23-4-4 O 21; 23-5-4 O 28; 23, 25-7 N 4; 75-4 N 12; 23-4-4 N 18; 35-6, 41 N 25; 26 D 2; 39-41 D 9; 25-7 D 16; 26-7 D 23 '37; 23-5 Ja 6; 31-3 Ja 13; 30-1-4 Ja 20; 57-8, 226 Ja 27 '35

May end Madison case by agreement soon; pleas of nolo contendere accepted by the court in the second antitrust oil case and fines assessed. R. B. Pyre. *Oil & Gas J* 37:25-4 Je 9 '38

Now oil case defendants attack in Madison, Wis. trial. *Business Week* p28-9 N 20 '37

Oil companies in Madison oil case enter pleas of nolo contendere and pay approximately \$400,000 in fines. *Comm & Fin Chr* 146: 3602-3 Je 4 '38; *Nat Pet N* 30:20-4 Je 1 '38

Second Madison trial Sept. 26 and grand jury dismissed. R. B. Pyre. *Oil & Gas J* 37:32-4 Ag 11 '38

Subpoenas are issued for new Madison oil probe. A. M. Petty. *Nat Pet N* 30:9-12 Je 29 '38

Triple damage suits out by nolo contendere. *Oil & Gas J* 37:30 Je 2 '38

U.S. plans more oil prosecutions; conviction of 16 companies and 30 officials at Madison, Wis. *Business Week* p16 Ja 29 '38

West Virginia

Campaign to reduce gasoline tax launched. *Oil & Gas J* 36:19-20 My 5 '38

GASOLINE patents. See Petroleum refining—Patents

GASOLINE pipe lines

Electric welding of pipe lines. T. P. Sanders. *il Oil & Gas J* 37:202 S 22 '38

Greater use of pipelines to move gasoline in 1938. *Nat Pet N* 29:18-19 D 29 '37

Nation's gasoline pipe line facilities. W. T. Ziegenhain. *map Oil & Gas J* 37:94-5 S 22 '38

90-lb. natural gasoline handled by pipeline. L. S. Wrightsman. *il Nat Pet N* 30:R115-16-4 Mr 23 '38

Pipe line activity increases as the first half of 1938 closes. *Oil & Gas J* 37:114-4 JI 28 '38

Refiners' suit hits gasoline pipelines; charges that present rail and pipeline rates are in violation of Interstate commerce act. *Nat Pet N* 30:10 Ag 24 '38

Transportation and utilization of light hydrocarbons from east Texas. S. D. Turner and A. C. Rubey. *flow diag il diag Chem & Met Eng* 45:362-5 JI '38; Same. *Am Inst Chem Eng Trans* 34:375-85 Ag '38

Transportation by pipe lines. W. M. W. Splawn. *il Oil & Gas J* 37:53-5-4 S 22 '38

Cleaning

Developments in the evolution of scrapers for gasoline lines. Thomas. *il diag Oil & Gas J* 37:146-4 S 22 '38

Directories

Gasoline pipe line personnel. *Oil & Gas J* 37: 239-40 S 22 '38

Maps

Gasoline pipe line systems. *Oil & Gas J* 37:95, 122, 125, 127 S 22 '38

Pumping stations

Electric motors and their control; petroleum and gasoline pipe line pumping stations. M. A. Hyde. *il Oil & Gas J* 37:161-3, 175 S 22 '38

GASOLINE pumps

For the good of the service; new gas, oil and grease dispensing equipment. *il Bus Transportation* 17:196-9 Ap '38

Public accepts meters in oil dispensing. *Nat Pet N* 30:32 Ag 10 '38

Safety rules in repairing pump electrical equipment. *Nat Pet N* 30:43 S 28 '38

Use of lighter metals and pumps on modern tank trucks. J. W. Thompson. *il Nat Pet N* 30:38-40 F 16 '38

GASOLINE research

Saturated high octane fuels without hydrogenation; the addition of olefines to isoparaffins in the presence of sulphuric acid. S. F. Birch and others. *Inst Pet Tech J* 24:303-20 Je '38; Same. *Oil & Gas J* 37:49, 52-5+ Je 23 '38; Abstract. *Nat Pet N* 30:R353-4 Jl 27 '38

GASOLINE service stations

Accessory display featured in new Pittsburgh station. *il Nat Pet N* 30:37-8 Mr 9 '38
Housekeeping is index to volume of business; NPN inspections. *Nat Pet N* 30:28+ Jl 27 '38
In holiday garb, more stations adopting the practice of decorating for Christmas. E. L. Barringer. *il Nat Pet N* 29:25-6 D 1 '37
June in January; automobile tourists bring business to service stations; tourist service bureau in California. J. N. Westsmith. *il map Nat Pet N* 29:25-7+ D 15 '37
Male customers more trouble to wait on than women; answers to contest for service station men conducted by Richmond, Va., Weights and measures bureau. *Nat Pet N* 30:32-3 Ja 5 '38
Modernized stations of the L. H. Cole oil co. J. W. Thompson. *il Nat Pet N* 30:32, 34 Je 15 '38
New jobber-operated station shows business increase; Scott oil co. *il Nat Pet N* 30:43 Je 15 '38
New jobber station emphasizes lubrication; Rochester unit of Goodyear-Wende oil company. *il Pet Age* 31:23-4 D '37
New wrinkle in help for dealers; salesmen, à la carte; First national brands, inc. Chicago, supplies service station operators with trained men to do territory work. \$10 a day. *Sales Management* 43:24 S 1 '38
Service station inspection and efficiency rating forms. *Nat Pet N* 30:35+ Je 1 '38
Station rating 99 found in NPN inspection. M. G. Van Voorhis. *il Nat Pet N* 30:40, 42 Je 29 '38
Ten stations rated high on National petroleum news inspection form. *il Nat Pet N* 30:25-6 Je 22 '38
Two lifts and pit for trucks in new Rochester station. *il Nat Pet N* 29:34 D 1 '37
Uncle Sam takes census of tourist camps; with financial data on tourist business for camps with and without service stations. E. L. Barringer. *Nat Pet N* 29:44+ D 15 '37
Winter sports, too, help gasoline sales. *il Nat Pet N* 29:40+ D 15 '37
World's swankiest service station; Gulf's new Lighthouse station at Miami Beach. *il Nat Pet N* 30:40-1 Mr 30 '38

Advertising

Dealers offered advertising helps to feature clean toilets. *il Nat Pet N* 30:39-40 Ap 13 '38
No grease balls here; advertising methods, lubrication service, etc.; Mayflower stations, inc. J. W. Thompson. *il Nat Pet N* 29:30, 32-4 D 22 '37

Automobile accessories

Accessory selling by oil jobbers. *Nat Pet N* 30:21-2, 25-6 O 26 '38
Better anti-freeze market for oil jobbers today. E. L. Barringer. *Nat Pet N* 30:24, 26+ Jl 6 '38
Change outdoor displays! *il Pet Age* 31:15 D '37
Christmas holiday trade for service stations. *il Nat Pet N* 29:44+ N 17 '37
Every battery tested pays \$1 in dividends, surveys show. *il Nat Pet N* 30:48 Ja 26 '38
Five tips a week asked of each station man; handling of tires and other automotive items; Mace tire & battery co. E. L. Barringer. *il Nat Pet N* 30:34, 36 Ag 31 '38
Glamour sells merchandise. S. A. Weissenburger. *il Nat Pet N* 29:25-6 N 24 '37
Growing slice of automotive replacement market to fill needs of used cars. *il Nat Pet N* 30:21-3 Jl 6 '38

Holding a ratio of accessory sales to gasoline volume; use of dealer's profit sheet form. E. L. Barringer. *Nat Pet N* 30:25-6 My 18 '38
Holiday gift sale must be staged. D. Day. *Nat Pet N* 29:32 D 1 '37
If you would sell Christmas merchandise. S. A. Weissenburger. *il Nat Pet N* 29:30, 33-4 D 8 '37
More profits from tires for oil companies this depression year. *il Nat Pet N* 30:25-6, 28 Ag 17 '38
Selling gift merchandise at service stations. *il Nat Pet N* 29:28, 30-1 D 1 '37
Selling tires to truckers at one-stop station. *il Nat Pet N* 29:56+ D 15 '37
Selling two carloads of tires in 6 stations in small towns. E. L. Barringer. *Nat Pet N* 29:25-6 N 10 '37
Station sign helps company sell accessories. *il Pet Age* 31:16 D '37
Suggested tire stocks for oil companies. E. L. Barringer. *il Nat Pet N* 30:30+ S 14 '38
Three months car radio sales season is opening. E. L. Barringer. *il Nat Pet N* 30:48+ My 18 '38
Tires and batteries added to Dixie line. *il Nat Pet N* 30:32, 34 Jl 20 '38
Visual selling, key to service station plus sales. *il Pet Age* 31:13-15 N '37
Window display contest helped accessory sales. *il Nat Pet N* 30:45-6 F 9 '38

Cleanliness

Amoco's cleanliness theme. *il Ptr Ink* 183:20 Ap 28 '38
Clean rest rooms. Amoco's 1938 aim. *il Nat Pet N* 30:36-7 Ap 13 '38
Modest station takes 1st prize for good housekeeping. *il Nat Pet N* 30:38+ Ag 31 '38
Snow white station; and the 7 little clean-ups; suggestions for daily routine. *Nat Pet N* 30:46 Jl 13 '38
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Construction and design

Canopy goes modern. *il plan Nat Pet N* 30:58 Je 1 '38
Cantilever canopy, all-glass sales room. *il Nat Pet N* 30:30 Jl 20 '38
Cost of building and equipping two types of service stations. *il Nat Pet N* 30:51, 54-5 Je 1 '38
Flexibility in arrangement of canopies, lube stalls. *il plan Nat Pet N* 30:40+ Ap 20 '38
Glazed brick exterior; gasoline station of Phillips petroleum co. *il plan Nat Pet N* 30:61 Je 1 '38
Lubrication service emphasized in station design. *il plan Nat Pet N* 30:32-4 My 11 '38
Modern service station. J. W. Thompson. *il diag Nat Pet N* 30:34+ Je 1 '38
Modern service station of unusual design. *il diag plans Am Bld* 60:74-5 Je '38
Sales room moves to island; design adopted by Humble oil & refining co. of Houston. *il plan Nat Pet N* 30:25-7 Jl 27 '38
Southern architect studies nature to evolve new form; Workman rotational system. *il diag plan Arch Rec* 83:46-9 Ap '38
Standardized design; station of Tide water associated oil co. at Los Angeles. *il plan Nat Pet N* 30:64 Je 1 '38
Store front display windows in modern stucco stations. *il plan Nat Pet N* 30:22 O 5 '38
Die tankstellen an den Reichsautobahnen. B. Wehner. *il diag plans V D I* 82:694-6 Je 4 '38
Three modern service stations. *il plans Nat Pet N* 30:38-40 Ap 6 '38
Three-sided display windows aid to merchandise sales; Standard of Kentucky station design. *il Nat Pet N* 30:34-6 Mr 9 '38
Welded steel rods used in station structure. *il Nat Pet N* 30:44 S 21 '38

Costs

Cost of building and equipping two types of service stations. *il Nat Pet N* 30:51, 54-5 Je 1 '38
It cost 4.8 cents a gallon to run a station in Detroit. *Nat Pet N* 30:12 Ag 17 '38

GASOLINE service stations—Costs—Continued
Minimum profits standards for service stations. Nat Pet N 30:25-6, 28-9 Ap 20 '38

Employees

Color found economical in station uniforms. il Nat Pet N 30:31 J1 6 '38
42% made selling effort, station survey showed. Nat Pet N 30:38 J1 6 '38
Station hostess gets union OK. Nat Pet N 30:15 Ag 3 '38
Uniforms make the service station man. E. L. Barringer. il Nat Pet N 29:36-8 D 8 '37

Equipment

Lubrication equipment vital in the play for profits. H. O. Schramm. il Nat Pet N 30:101-5 Ja 12 '38
149-test motor clinic at service station. il Nat Pet N 30:33 S 28 '38

See also

Gasoline pumps

Information service

Prayer for a shelf! observations of woman tourist on information service and rest rooms. Nat Pet N 30:33-4 Ag 17 '38
Where to fish? ask at station; Canfield oil company's hunting and fishing information service; radio programs. il Nat Pet N 30:28-9 Ag 3 '38

Leasing

Iowa plan blamed for crazy market. T. F. Smiley. il Oil & Gas J 37:41-2 O 27 '38
Operator is not employee under six month lease; text of two rulings. Nat Pet N 30:9+ Mr 16 '38

Lighting

Adequate wiring aids lighting sales. L. Twichell. il Elec W 109:1418 Ap 23 '38
Mercury lamps win favor for outdoor lighting. E. B. Karns. il Elec J 35:65-7 F '38
Modern lighting is sales asset; with cost data. E. L. Barringer. il Nat Pet N 30:36-8+ J1 13 '38
Modern service station. J. W. Thompson. il Nat Pet N 30:46, 48 Je 1 '38
Using NPN station forms to fix adequate lighting. il Nat Pet N 30:32+ S 7 '38

Location

Water front station equipped to serve automobiles as well as boats. G. T. Kellogg. il Nat Pet N 29:44-5 D 22 '37

Lubricating service

Car dealers' lubrication drive overplayed, say Detroit jobbers. J. W. Thompson. il Nat Pet N 30:38-40 My 25 '38
Chek-chart Shaw: the lad who revolutionized auto service. L. B. Colby. il Sales Management 43:48, 50 Ag 15 '38
Guaranteed lubrication offered by oil company. il Nat Pet N 30:40-1 F 9 '38
Lubrication equipment vital in the play for profits. H. O. Schramm. il Nat Pet N 30:101-5 Ja 12 '38
Lubrication is being stressed in company-dealer programs. J. W. Thompson. Nat Pet N 30:38-41 S 7 '38
Lubrication service a key to dealer cooperation. J. W. Thompson. il Nat Pet N 30:38, 40-1 Ja 26 '38
Lubritorium adds to profit possibilities of station. il Nat Pet N 30:29-31 Ap 20 '38
No grease balls here; advertising methods, lubrication service, etc.; Mayflower stations, inc. J. W. Thompson. il Nat Pet N 29:30, 32-4 D 22 '37
Plus service lifts lubrication job from price competition. J. W. Thompson. Nat Pet N 30:42+ Mr 16 '38
Profit possibilities in a second lift. J. W. Thompson. il Nat Pet N 30:30, 32 Je 29 '38
Selling car lubrication. il Nat Pet N 30:74, 76, 78 Ja 12 '38
Why not ask customers for their lubrication business? R. R. Matthews. il Pet Age 31:21-3 D '37

Management

Accomplishing high station sales standards; what station should sell to rate 100 per cent in merchandising. Pet Age 31:10 D '37
Ample floor space in service bays; Petroleum service co. Minneapolis. E. L. Barringer. il Nat Pet N 30:37-8 F 9 '38
Box score for stations will help merchandising; surveys show great percentage of negligence. Pet Age 31:17 D '37
Does the dealer really want to be helped? J. W. Thompson. il Nat Pet N 30:21-2 Ja 5 '38
Five-gallon buyer shops cross country. il Nat Pet N 30:34, 36+ Mr 2 '38
Holding a ratio of accessory sales to gasoline volume; use of dealer's profit sheet form. E. L. Barringer. Nat Pet N 30:25-6 My 18 '38
How to make a station pay. Nat Pet N 30:32+ O 19 '38
It can be done! station operator does business without allowing single discount and makes profit on every sale. Pet Age 31:16-17 D '37
Manual of service station merchandising and management. 213p \$2.50 National assn. of petroleum retailers, Milwaukee '38
Minimum profits standards for service stations. Nat Pet N 30:25-6, 28-9 Ap 20 '38
Plus service lifts lubrication job from price competition. J. W. Thompson. Nat Pet N 30:42+ Mr 16 '38
Practical hints for efficient operation of service stations. Nat Pet N 30:57 Je 1 '38
Richfield film shows dealers how to do well-rounded selling job. B. N. Pollak. il Sales Management 42:40+ Je 1 '38
Sinclair sales rise when advertising pull is supported by dealer push. il Sales Management 42:52, 54 Mr 1 '38
Using NPN station forms to fix adequate lighting. il Nat Pet N 30:32+ S 7 '38

Motor boat service

Two-faced station serves both automobiles and boats. il plan Nat Pet N 30:40 Je 15 '38
Water front station equipped to serve automobiles as well as boats. G. T. Kellogg. il Nat Pet N 29:44-5 D 22 '37

Motor truck service

See Motor truck service stations

Records

Did I earn my pay? oil company's daily record form for sales contest. Nat Pet N 30:26 O 26 '38
Holding a ratio of accessory sales to gasoline volume; use of dealer's profit sheet form. E. L. Barringer. Nat Pet N 30:25-6 My 18 '38

Refreshment stands

Soft drink sales help gasoline business. A. S. James. il Nat Pet N 30:27-8+ Ja 5 '38

Rest rooms

Clean rest room theme aimed at women drivers. J. Westsmith. il Nat Pet N 30:35-7 My 25 '38
Dealers offered advertising helps to feature clean toilets. il Nat Pet N 30:39-40 Ap 13 '38
Home clean rest rooms is Shell station slogan. Nat Pet N 30:12 My 25 '38
Jobber modernizes rest rooms to build sales; Roscommon gas & oil co. il Nat Pet N 30:34+ Je 29 '38
Pay-locked toilets lessen work, cut cost, build customer good will. Nat Pet N 30:30-2 Ap 6 '38
Prayer for a shelf! observations of woman tourist on information service and rest rooms. Nat Pet N 30:33-4 Ag 17 '38
Public is being educated against unsafe rest rooms. Nat Pet N 30:28+ Mr 30 '38
Registered; oil company sponsors rest room promotion to assure the motoring public of modern washrooms. il Dom Eng 151:45 Ap '38
Station restrooms; importance of their condition on the dealer's business. il Nat Pet N 30:32-4 F 2 '38
White patrol to inspect rest rooms of Texaco stations. il Nat Pet N 30:33-4 Mr 16 '38

GASOLINE service stations—Rest rooms—Comt.
 Women shun dirty stations. E. P. Maison.
 Nat Pet N 30:33 Ap 6 '38
 Women urged to crusade for clean rest rooms.
 W. H. Eddy. Nat Pet N 30:25-6 Mr 30 '38

Service

Brake testing service profitable to station. il
 Nat Pet N 30:50 S 23 '38
 How Mallorlys built gas sales to 40,000 gal-
 lons a month. J. N. Westsmith. il Nat Pet
 N 30:37-8 Ja 19 '38
 Local jobber helps dealers sell motor tune-up
 service. Nat Pet N 30:38 Ap 20 '38
 Making free-service coupon books do a profit-
 able job. il Pet Age 31:11-12 N '37
 Man-in-a-trailer snowbound but he won't be
 long; opportunities for service station busi-
 ness. S. A. Weissenburger. il Nat Pet N
 29:35-4, 36+ D 15 '37

Side line selling

Appliance department aids station's acces-
 sory sales. il Nat Pet N 30:36 Je 15 '38
 Fishing bait adds \$4 a day to station's profits.
 il Nat Pet N 30:29-31 Je 8 '38
 Meeting the tourist half way; Fletcher oil
 co. il Nat Pet N 30:43-4 Je 29 '38
 Selling furniture thru service stations; Ross
 independent oil co. V. B. Guthrie. il Nat
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| Glaciers | Rocks, Igneous |
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| Bridges—Foundations and piers | Penstocks |
| Caissons | Pumping |
| Canals | Pumping machinery |
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See also

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Architecture
Building
Business
Chemical engineering
Chemistry, Technical
Commerce
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21,000,000 see Aetna safety films since program's launching in '34. Il Sales Management 43:26-7+ J1 15 '38

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Widespread activities of the National conservation bureau. East Underw 39:39+ Ap 29 '38

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Accounting practice in a casualty reinsurer. H. G. Crane. Nat Underw 41:6+ pt 2 D 30 '37

Casualty reinsurance companies in the field are closing a banner year. Nat Underw 41: 4+ pt 2 D 30 '37

Reserves

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Development of loss experience; liability and workmen's compensation. Nat Underw 42: 21, 32-3 Mr 24 '38

Study and teaching

Casualty company training courses described. W. Leslie. East Underw 38:26 D 31 '37

INSURANCE, Casualty—Study and teaching—*Continued*

New casualty courses outlined; Insurance society of New York. Weekly Underw 139:118 J1 16 '38

Canada

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Casualty premiums, loss ratio in Canada higher in 1937. Nat Underw 42:26 Je 30 '38

Results of Canadian operations in 1937. East Underw 39:46 S 23 '38

Connecticut

Casualty companies 1937 operations. East Underw 39:35 O 7 '38; Ins Field (Fire ed) 67:16 O 6 '38; Spectator (Property ed) 4:40 O 20 '38; Weekly Underw 139:784 O 15 '38

Hawaii

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New York (state)

New York code change affecting casualty carriers. W. O. Badger. East Underw 39:42 F 4 '38

Optimistic on casualty-surety growth. L. H. Pink. East Underw 39:33 Ap 15 '38
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Insurance companies meet depression test. Barron's 18:7 Ap 4 '38

1937 proves year of steady growth. E. M. Ackerman. Ins Field (Fire ed) 67:12+ Ja 6 '38

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Production slightly off for first half of 1938. East Underw 39:29 J1 8 '38

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INSURANCE, Combination residence

Blanket residence policy issued by United States fidelity & guaranty co. Spectator (Property ed) 3:27 Ja 13 '38

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—Compulsory liability Insurance, State

INSURANCE, Cooperative

Co-operative carriers find business better. Weekly Underw 138:1450 Je 25 '38

Cooperatives ask opportunity to present data as alternative to government price regulation. Nat Underw (Life ed) 42:3+ O 7 '38

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Benefit societies
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INSURANCE, Corn

Loss of \$400,000 to hybrid seed corn in Iowa City. Nat Underw 41:42 D 16 '37

New rules and forms for corn cover announced. Nat Underw 42:4 S 22 '38

Two losses to hybrid seed corn point to new hazard. Nat Underw 41:6+ N 25 '37

INSURANCE, Cotton

CCC cotton form revised. Nat Underw 42:3+ Ag 18 '38; Ins Field (Fire ed) 67:5 Ag 25 '38; Spectator (Property ed) 4:6 Ag 25 '38

Companies advised S.E.U.A. cotton endorsement form is withdrawn. Ins Field (Fire ed) 67:7+ S 29 '38

Cotton endorsements; policy reissuances can be avoided by filing agreement with C.C.C. J. H. Doyle. Weekly Underw 139:421+ S 3 '38

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Hartford Fire is upheld; C.C.C. cotton losses in Texas were covered under errors and omissions contracts. Ins Field (Fire ed) 66:5-6+ D 23 '37

Moral hazard feared in CCC cotton warehouse receipts insurance. Ins Field (Fire ed) 67:26 My 26 '38

Record Texas cotton crop produces hazards. Nat Underw 41:33 D 23 '37

Special cotton endorsement to protect interests of the C.C.C. East Underw 39:26 S 2 '38; Nat Underw 42:3+ S 1 '38

INSURANCE, Credit

Control of bad debt expense. A. W. Hyde. Banking 31:87 S '38

Credit insurance. W. A. Hamlin. Spectator (Property ed) 4:12-13 N 3 '38

Credit insurance coverage and hazards. Spectator (Property ed) 4:22-3 N 3 '38

Credit insurance is splendid opportunity for agents. Nat Underw 42:27 Je 30 '38

Essential points of credit insurance. M. J. Winkler. Ins Field (Fire ed) 67:20+ My 26 '38

Group insurance being extended to credit field. C. M. Eddy. Nat Underw (Life ed) 42: 8 Mr 25 '38

New English policy covers loss in case customer fails to pay. East Underw 39:30 F 18 '38

Great Britain

Export credits insurance is expanding in Britain. East Underw 39:28 J1 8 '38

INSURANCE, Crop. See Insurance, Agricultural

INSURANCE, Deferred payment

If you want results, sell deferred payment. Weekly Underw 138:811 Ap 2 '38

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Insurance, Automobile
—Deferred payment protection

INSURANCE, Depreciation

Can insurance solve the national housing and ship building problem; abstracts. H. Heymann. East Underw 39:21-2 Ja 14 '38; Weekly Underw 138:636-7 Mr 12 '38

Can ship-life insurance help to solve the national shipbuilding problem? H. Heymann. East Underw 39:35+ Mr 26; 30 Ap 1 '38

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Insuring the life of a property. Credit & Fin Management 40:23 Ap '38

Ship life insurance. H. Heymann. Weekly Underw 138:812-13+ Ap 2 '38

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Courts are more liberal on movies in disability suits. Nat Underw (Life ed) 41:1 N 26 '37

Demonstration on the accident and health policy. Ins Field (Life ed) 67:11 Mr 18 '38

Disability losses in New York state down to \$31,588,208; with tabulation. Nat Underw (Life ed) 42:2-3 Mr 25 '38

INSURANCE, Disability—Continued

Garage owner able to perform duties of office executive held not wholly disabled. Weekly Underw 139:636 S 24 '38

Group disability provisions are being liberalized. Nat Underw (Life ed) 42:1+ Ja 21 '38

Health and accident future is bright. S. C. Carroll. Ins Field (Life ed) 67:4+ My 27 '38

How group disability is written. G. W. Fitzhugh. Nat Underw 42:25 My 26 '38

Must feel public pulse on protection. S. D. Rosen. Weekly Underw 138:1042+ Ap 30 '38

Unique agency; writes all forms of accident and health in several companies. W. E. Lebbey. Nat Underw 42:22+ My 26 '38

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Insurance, Hospitalization also National accident and health association

INSURANCE, Druggists' liability. See Insurance, Malpractice liability

INSURANCE, Employers' liability
Employers liability insurance for certified public accountants. J Account 66:322-3 N '38

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Insurance, Workmen's compensation

Aviation risks

Aviation a growing insurance factor. W. L. J. Nelson. Weekly Underw 138:22+ Ja 1 '38

Rates

No occupational disease common law liability in Michigan; rates reduced. East Underw 39:34 J1 29 '38; Ins Field (Fire ed) 67:3 J1 14 '38; Nat Underw 42:20 J1 14 '38; Spectator (Property ed) 4:9 J1 14 '38

INSURANCE, Explosion

Explosion insurance chart. Ins Field (Fire ed) 67:15 Ag 25 '38

INSURANCE, Extra expense

Additional living expense policy is issued. Nat Underw 42:27 Je 30 '38

Advocates emphasis on catastrophe protection. F. C. Beazley. Nat Underw 42:33+ Mr 31 '38

Extra expense cover and sales technique. Nat Underw 42:33 F 3 '38

Extra expense insurance. Spectator (Property ed) 3:22 D 2 '37

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How much do you know about extra expense insurance? Ins Field (Fire ed) 67:21, 24+ N 3 '38

New coverages are gaining favor. East Underw 39:33 Ag 26 '38

New form is growing in popularity. Ins Field (Fire ed) 67:11 Ja 20 '38

Pointers on extra expense cover. C. A. Snow. Nat Underw 42:35 O 20 '38

Where statement of loss comes in handy. Ins Field (Fire ed) 67:18 Je 30 '38

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Appraisal as documentary evidence before and after the loss. W. K. Drewes. Il Weekly Underw 137:1194+ D 4 '37

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Early American silver and its value. W. K. Drewes. Il Weekly Underw 138:469-70 F 19 '38

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Losses and depreciations in works of art through inherent vice. W. K. Drewes. Weekly Underw 138:1240+ , 1350-1, 1445-6; 139:483 My 28, Je 11, 25, S 10 '38

Mrs Rosso not entitled to return premiums on insurance obtained by fraud. East Underw 39:20 Ja 14 '38

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Some notes on mezzotints and their values; hints of caution to insurers. W. K. Drewes. Il Weekly Underw 138:865+ Ar 9 '38

Validity of one year limitation for bringing suit in non-fire policies upheld by court. East Underw 38:24+ D 24 '37; Weekly Underw 137:1346 D 25 '37

Wisconsin judge takes literal view of inland marine; rate control issue. Nat Underw 42:5+ S 29 '38; Weekly Underw 139:684 O 1 '38

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Accountant's responsibility in fire and prospective earnings insurance. C. G. Richmond. N A C A Bul 20:209-25 O 15 '38

Check these five points on borrowers' fire insurance. A. Roberts. Bankers Mo 55:666-7+ N '38

Cycle of low fire losses now appears to be reaching end. W. J. Scott. East Underw 38:14 O 21 '38

Facilities of B.D.O. extended to New York brokers. Ins Field (Fire ed) 67:6 Je 16 '38

Fifty years in fire insurance; Edgar J. Sloan. C. Axman. East Underw 39:17 Ap 1 '38

Fire insurance trends. L. S. Gregory. Weekly Underw 139:584+ S 24 '38; Excerpts. East Underw 39:41 O 14 '38

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Insurance should inform public of its record; stability of stock fire carriers; abstracts. W. E. Mallalieu. East Underw 39:14 F 11 '38; Ins Field (Fire ed) 67:4+ F 17 '38; Nat Underw 42:4 F 17 '38; Weekly Underw 138:405+ , 517 F 12, 26 '38

Loss experience on properties; industrial fires and explosions. O. W. Stewart. Nat Underw 42:4+ O 13 '38

Massachusetts court upholds trustee's power to insure buildings. East Underw 39:20 Ag 5 '38

Meeting competition; how a public line was won through service. A. H. Case. Ins Field (Fire ed) 67:8 Ag 4 '38

Meeting competition; what our business does for our customers. Ins Field (Fire ed) 67:17-18 Je 30 '38

National Board move favorably received; bid of Mallalieu to advertising conference, on building public relations. Weekly Underw 139:59 J1 9 '38

National board resolution on arbitration work; liability as between fire and inland marine contracts. Ins Field (Fire ed) 67:8 My 26 '38

New and retired fire companies in 1937. Spectator (Property ed) 3:12 Mr 10 '38

Pacific board's annual meeting. Del Monte, California. Nat Underw 42:11 My 12 '38

Public relations efforts of capital stock fire insurance. P. B. Sommers. East Underw 39:21+ My 13 '38

Salvation Army new insurance plan. Nat Underw 42:3+ Ap 28 '38

Stock company service to public. F. A. Gantert. Nat Underw 42:7+ Je 30 '38

Stock fire insurance seen as great force in national progress; abstracts. P. B. Sommers. East Underw 39:1+ My 27 '38; Ins Field (Fire ed) 67:6+ My 26 '38; Weekly Underw 138:1225+ My 28 '38

Stock insurance. C. F. Thomas. Nat Underw 41:4 N 25 '37

Stock system has notable record. C. D. McVay. Nat Underw 41:5+ N 25 '37

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Surveys current scene in fire field. G. G. Bulkeley. Nat Underw 42:4+ F 10 '38

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Arson
Insurance, Builders' risk
Insurance, Cotton
Insurance, Inland marine
Insurance, Marine
also National board of fire underwriters; Underwriters' laboratories; Western underwriters association

Accounting

Accounting for fire underwriting from the investors' point of view. N. C. Seymour. East Underw 39:19+ Ja 7 '38

Adjustment of claims

Arson by husband voids recovery under fire policy by his wife. East Underw 39:23 Ap 29 '38
Companies upheld when assured makes no fair effort to arbitrate. East Underw 38:90 D 3 '37
Court declares fire policy is indivisible. Ins Field (Fire ed) 66:22 D 2 '37
Court upholds cost of replacement, not selling price, as gauge of damage. East Underw 38:24 D 31 '37
Destruction of still; authorities inadvertently set fire to building; divided opinion on proximate cause. East Underw 39:30 F 25 '38
Double insurance on dwelling by mortgagor and mortgagee voids cover on chattels also. East Underw 39:28 N 4 '38
Federal court on questions of total or partial fire loss. East Underw 39:20 S 2 '38
Fewer fire, more auto losses were adjusted by fire companies adjustment bureau during 1937. Ins Field (Fire ed) 67:6+ Je 2 '38
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Hostile fires; digest of recent cases. J. L. Roesch. Spectator (Property ed) 3:30-1+ Ap 21 '38
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Hurricane losses in eastern storm area. East Underw 39:19 O 7 '38; Ins Field (Fire ed) 67:10-11 O 6 '38; Nat Underw 42:3+ O 6 '38
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Insurance companies appeal adverse decision directing consolidation of four cases in shoe fire trial before same jury. Weekly Underw 138:290 Ja 29 '38
Insurer not bound by prior decision from making a defense on own account. Nat Underw 42:40 O 27 '38
Investigation of loss and notice to branch office held evidence of waiver of proof of loss. Weekly Underw 137:1120 N 20 '37
Mutual Alliance aims adjustment problems. Weekly Underw 137:1032+ N 13 '37; Nat Underw 41:6 N 11 '37
Oil flame shooting out of furnace not hostile fire. East Underw 39:28 F 25 '38
Other-insurance clause upheld; assured failed to cancel policy. East Underw 38:38 N 19 '37
Public adjusters held independent contractors, not assured's agents. East Underw 39:25 S 2 '38
Recent federal cases affect insurance men. W. E. Benoy. Weekly Underw 139:444 S 3 '38
Return of unearned premium held condition precedent to valid cancellation of fire insurance policies. Weekly Underw 138:168 Ja 8 '38
Sole ownership clause upheld. East Underw 39:22 Ag 19 '38
Threatened foreclosure held to result in moral hazard increase. East Underw 38:24 D 31 '37

Under 5% of property damaged by eastern hurricane was insured; abstracts. E. E. Heins. East Underw 39:26 N 4 '38; Nat Underw 42:3+ N 3 '38

Advertising

Agents, cooperating wholeheartedly with N.B.F.U. advertising. East Underw 39:1+ Ag 19 '38
National Board advertising adapted to newspapers. W. E. Mallalieu. Weekly Underw 139:383 Ag 27 '38
National board of fire underwriters advertising is meeting favorable reception. East Underw 38:1+ D 17 '37; Weekly Underw 137:1293+ D 18 '37
National board of fire underwriters aids to agents. il East Underw 39:22 My 13 '38
National board of fire underwriters to start radio program in New York. East Underw 39:1+ S 2 '38
So all may know; advertising efforts of the National board of fire underwriters. H. K. Schaffner. Ins Field (Fire ed) 67:30-1 O 13 '38

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Backgrounds of fire insurance fieldmen. East Underw 38:71+ D 3 '37
Brokers and agents can work together. H. W. Schaefer. East Underw 39:27 My 13 '38
Cleveland insurance board announces plans for membership; branch offices to withdraw. Nat Underw 42:6+ Ap 14 '38; Ins Field (Fire ed) 67:9-10 Ap 14 '38
Fire general agents ruled independent on contract terms by Revenue bureau. Ins Field (Fire ed) 67:5 Mr 3 '38
Illinois fire underwriters association annual meeting. Lake Wawasee. Nat Underw 42:5+ Je 30 '38
Indiana fire underwriters association's annual meeting. Lake Wawasee, June 29-30. Ins Field (Fire ed) 67:6+ Jl 7 '38; Nat Underw 42:5+ Jl 7 '38
Little man as prospect for fire insurance on homes and contents. East Underw 39:26 Ap 22 '38
Meeting competition; before and after picture, showing capital stock insurance savings over mutuals. Ins Field (Fire ed) 67:12 My 12 '38
New factors in meeting competition. F. S. Dauwalter. Weekly Underw 138:16+ Ja 1 '38
Philadelphia agents resign in body from advisory committee of fire underwriters association. Nat Underw 42:3 Je 30 '38; East Underw 39:24 Jl 1 '38; Ins Field (Fire ed) 67:6 Jl 7 '38; Weekly Underw 139:8 Jl 2 '38
Public relations emphasized in Midwest business development campaign. Nat Underw 42:4+ Je 30 '38
St Louis board lists companies now in line with in-and-out rule. East Underw 38:38 N 19 '37; Ins Field (Fire ed) 66:5 N 11; 7 N 18 '37; Weekly Underw 137:1033, 1073 N 13-20 '37
Selling insurance by survey method. E. C. Bardwell. Weekly Underw 139:680-1 O 1 '38
Several amendments to by-laws adopted by St Louis fire underwriters association. Ins Field (Fire ed) 66:7 D 9 '37; Nat Underw 41:10 D 9 '37; Weekly Underw 137:1245+ D 11 '37
Today's rapid changes in industry bringing new trends in insurance. C. T. Hubbard. East Underw 39:33 Ja 28 '38; Same. Weekly Underw 138:354 F 5 '38
Wisconsin fire underwriters association annual meeting. Elkhart Lake. Ins Field (Fire ed) 67:7 Jl 7 '38; Nat Underw 42:6+ Jl 7 '38

Commissions

Contingent commissions held not of ultimate advantage to agents. East Underw 39:19 Je 10 '38
Much study being given to Chicago commission issue. Nat Underw 42:3 Jl 21 '38
St Louis plans changes in agreement on contingents. Ins Field (Fire ed) 66:4 D 30 '37

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Washington state commissioner moves to avert commission war. *Ins Field (Fire ed)* 66:7 D 23 '37

Cancellation

Fire policy cancellation by first class mail valid; *Garber vs. Firemen's of Newark. Nat Underw* 41:4+ D 23 '37

Must look to broker for unearned premium recovery. *Nat Underw* 42:9 J1 21 '38

New York appellate term of the Supreme court upholds penny receipt form of cancellation. *East Underw* 39:26 F 25 '38; *Weekly Underw* 138:519 F 26 '38

Problems involved in cancellation of policy. *J. C. Neer. Nat Underw* 42:23 J1 21 '38

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Coinurance; abstract. *R. H. Blanchard. Management R* 27:208-9 Je '38

Use of coinurance and pro rata distribution clauses. *E. Helminger. East Underw* 39:19+ Ap 15 '38

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Close study of manuals is important in surveying. *L. E. Driscoll. Ins Field (Fire ed)* 67:13-19 N 3 '38

Trend toward broader and more uniform plans; abstracts. *C. D. Sheffe. East Underw* 39:31+ My 13 '38; *Nat Underw* 42:6+ My 12 '38; *Spectator (Property ed)* 3:9 My 19 '38; *Weekly Underw* 138:1073+ My 7 '38

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Errors and omissions form. *Spectator (Property ed)* 3:26 Ja 27 '38

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Broader farm forms. *P. D. Worgess. Nat Underw* 42:16 F 17 '38

Dangers in present farm underwriting situation. *D. C. Smith. Ins Field (Fire ed)* 67:22-3 O 27 '38

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Farm underwriters present views on Canadian rebuilding clause. *East Underw* 39:17 J1 29 '38

Inland marine, bond and casualty men on committee for rural agents. *F. J. Marshall. East Underw* 39:32 Ap 22 '38

Interest taken in move of State farm insurance company; ceases farm writing. *Nat Underw* 42:12 My 5 '38

Michigan bills to permit valued forms to cover mortgaged crops. *East Underw* 39:18 S 2 '38

New farm schedule is now introduced in the West. *Nat Underw* 42:5 Mr 3 '38

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Rural agents' conference, New Jersey association of underwriters. *East Underw* 39:23-4 S 23 '38

Stock interests go after Illinois rural lines. *R. W. Carter. Ins Field (Fire ed)* 67:16-17 O 13 '38

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Aetna insurance company; analysis. *Spectator (Property ed)* 3:26-7 F 10 '38

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Consolidated analysis of the Firemen's of Newark. *F. L. Brokaw. Ins Field (Fire ed)* 67:4 Mr 10 '38

Crum & Forster; a consolidated analysis. *F. L. Brokaw. Ins Field (Fire ed)* 67:4 Ap 21 '38

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Gains and losses for '37 on underwriting and investments; tabulation. *Nat Underw* 42:5-6 Mr 17 '38

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Judging fire results for the year 1937. *R. W. Sheehan and L. S. Fischer. Spectator (Property ed)* 3:10-12 D 16 '37

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Losses and expenses higher; premiums off in first 6 months. *East Underw* 39:24 S 30 '38

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- Merchants insurance company of Providence; company analysis. *Spectator* (Property ed) 3:26 Je 2 '38
- Minnesota 1937 fire leaders; tabulation. *Nat Underw* 42:39 Ap 28 '38
- Mutual fire insurance companies; business of 1937 and condition December 31, 1937; tabulation. *Weekly Underw* 138:1027-9 Ap 30 '38
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- Niagara fire insurance company; analysis. *Spectator* (Property ed) 4:32-3 N 3 '38
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- Premium and loss figures for 1937 on specialty lines; by companies. *East Underw* 39:1, 22+ Mr 11 '38
- Premiums and losses in 1937 on principal lines written by stock fire companies; tabulation. *Nat Underw* 42:17-19 Mr 17 '38
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Sell them in the evening. H. L. Lawson. *Ins Field* (Life ed) 66:9 D 10 '37

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Sign here; prospecting, motivating, closing. E. C. Nelson. 80p Bert C Nelson, Northwestern mutual life insurance co, 721 E. Mason st, Milwaukee '38

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Starting the new agent on the job. J. J. Patterson. *Ins Field* (Life ed) 67:9 Je 17 '38

Status of agents under U.S. social security. R. H. Kastner. *Nat Underw* (Life ed) 42:1+ My 27 '38

Stimulating action. J. H. Reese. *Ins Field* (Houston Conv Daily ed) 67:18+ S 23 '38

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Success formula. H. R. Van Cleave. *Nat Underw* (Life ed) Daily ed 42:20-2 S 23 '38; Same cond. *Ins Field* (Houston Conv Daily ed) 67:22-3 S 23 '38

Successful blind agent overcame many handicaps; Henry G. Robbins. W. E. Schram. *East Underw* 39:102 pt 2 O 7 '38

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Their first job; teaching young people thrift thru insurance. M. Rosenfeld. *Ins Thrift* (Life ed) 67:12 F 11 '38

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Minnesota Mutual makes twister's job hard; comparisons showing disadvantage of replacing old with new. Nat Underw (Life ed) 42:5 O 21 '38

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Insurance, Life—
Policy settlement—
Unclaimed policies

Veterans' policies

Veterans administration issues new dividend scale for 1938. Nat Underw (Life ed) 42:30 Mr 25 '38

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Insurance business unchanged in Japan under war conditions; soldiers' policies. H. Leopold. Weekly Underw 137:1156 N 27 '37

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Easy and hard ways to provide income. A. Allen. Nat Underw (Life ed) Daily ed 42:36-7 S 21 '38

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Bureau revises rates. *East Underw* 39:34 F 18 '38; *Ins Field (Fire ed)* 67:12+ F 17 '38; *Spectator (Property ed)* 3:36 F 24 '38; *Weekly Underw* 138:482 F 19 '38

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Adjustment of claims

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Elucidates two marine terms, particular average and general average. F. P. Trainor. Nat Underw 42:52 My 5 '38

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High war risks rates in London may curtail voyages to Spain. East Underw 39:28 Jl 15 '38

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Years of effort preceded adoption of waterborne war risk agreement. East Underw 39: 31 Ja 21 '38

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- Compulsory reinsurance experiment in Turkey. East Underw 38:25 D 31 '37

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- Lawyers and underwriters joining hands to improve marine practices. East Underw 39:27 JI 29 '38
- Marine syndicate increases capacity to \$4,000,000. East Underw 38:18+ D 24 '37; Spectator (Property ed) 3:7 D 30 '37; Weekly Underw 137:1350-1 D 25 '37
- Report of Maritime commission shows 53% of U.S. hulls are insured in foreign markets. Weekly Underw 138:295+ Ja 29 '38; East Underw 39:34 Ja 28 '38

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Mortgage redemption policies

INSURANCE, Mortgage interest

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- Boating season opens new prospects to agents; yacht insurance. Ins Field (Fire ed) 67:10 My 5 '38
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- Yachting mishaps may be costly unless owner has P. & I. insurance. H. B. House. East Underw 39:34 Ap 22 '38

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- Broker given damages for unfair competition in bus insurance case. Nat Underw 42:23 My 12 '38
- I.C.C. responds to criticism of Motor carrier act provisions. G. H. English. East Underw 39:29 JI 29 '38
- Long haul trucks and buses; excess writing problems. Nat Underw 41:11-12 D 30 '37
- Story of growth of important bus-truck market; American fidelity & casualty of Richmond and Markel service. Nat Underw 42:26+ Mr 17 '38

Rates

- Rate reductions for school buses and like carriers. Nat Underw 42:17+ JI 14 '38; East Underw 39:28 JI 15 '38

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- Companies' speedy action in New York truck strike emergency; binders made available. East Underw 39:1+ O 7 '38

Idea of long haul truck pool now gains support. Nat Underw 42:21+ Mr 3 '38

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Revive Oklahoma stamping bureau for long haul risks. Nat Underw 41:20 N 18 '37

Seek to organize assured of failed mutual to resist assessment in Central mutual, Chicago, receivership. Nat Underw 42:24 Je 9 '38

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Truckers meet and talk of insurance. East Underw 39:26 JI 29 '38

U.S. truck insurance bill won't be passed now. Nat Underw 42:22 Je 9 '38

Adjustment of claims

- Court passes on mortgagee's rights under automobile collision policy. East Underw 39:31 F 25 '38

Preventive work

- I.C.C. motor carrier safety program developing. W. Y. Banning. East Underw 38:33 D 10 '37
- Invention for taking alibi-proof pictures of auto, truck risks. G. W. Grist. Ins Field (Fire ed) 66:10 D 9 '37
- Long haul trucks; excess carriers are scrutinizing the line. Nat Underw 41:11-12 D 30 '37

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- Long haul trucks; excess carriers are scrutinizing the line. Nat Underw 41:11-12 D 30 '37

New York (state)

- Truckers in New York must insure by Nov. 1. Weekly Underw 139:161 JI 23 '38

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- Handling claims in inland marine line requires care. W. F. Elliott. Nat Underw 42:6+ Mr 24 '38
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- Motor truck held overturned where wheels on right side sank to the axle in earth. Weekly Underw 138:940 Ap 16 '38

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 Hi-jackings and motor truck thefts; Babaco alarm systems solve the problem. J. Seide. Weekly Underw 138:58 Ja 1 '38

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To test liability; Lloyd's violin cover. Weekly Underw 139:583 S 24 '38

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- Florida association of insurance agents annual convention, Hollywood Beach, April 7-8. Ins Field (Fire ed) 67:9+ Ap 14 '38; Nat Underw 42:5+ Ap 14 '38
- Georgia association of insurance agents 41st annual convention, Macon, May 27-28. Ins Field (Fire ed) 67:7-8 Je 2 '38; Nat Underw 42:6+ Je 2 '38
- Hits move of companies to disturb Ohio foreign brokerage laws; defends American agency system. J. A. Lloyd. Nat Underw 42: 5+ F 10 '38
- How fieldmen can help agents produce business; abstracts. W. H. Bennett. East Underw 39:32 My 13 '38; Nat Underw 42:6 My 12 '38
- How to meet mutual competition; abstracts. R. L. Ellis. Weekly Underw 139:333+ Ag 20 '38; East Underw 39:26 Ag 19 '38
- Idaho association of insurance agents annual meeting, Sun Valley, Idaho. Nat Underw 42:4+ Ag 18 '38
- Illinois association of insurance agents fall meeting, Rockford, Nov. 17. Ins Field (Fire ed) 66:5+ N 18; 7+ N 25 '37; Nat Underw 41:5+ N 18; 21+ N 25 '37
- Improvements in merchandising to boost agents' income. H. C. Conick. East Underw 39:20 My 6 '38
- Indiana association of insurance agents annual meeting, French Lick Springs. Nat Underw 42:3+ O 27; 19-21+ N 3 '38
- Indiana association of insurance agents 38th annual meeting, Indianapolis, Nov. 16. Ins Field (Fire ed) 66:5-6+ N 18 '37; Nat Underw 41:3+ N 18 '37
- Insurance agents' league of Washington, annual convention, Spokane. Ins Field (Fire ed) 67:5-6 S 1 '38; Nat Underw 42:5+ S 1 '38
- Insurance federation of New York annual meeting, Poughkeepsie, Oct. 7-8. East Underw 39:44-6 O 14 '38; Nat Underw 42:31+ O 13 '38
- Iowa association of insurance agents annual meeting, Sioux City, Sept. 7-8. Ins Field (Fire ed) 67:5-6 S 15 '38; Nat Underw 42: 3+ S 8; 19-21 S 15 '38
- Kansas association of insurance agents annual convention, Wichita, Oct. 5-7. Ins Field (Fire ed) 67:11-12 O 13 '38; Nat Underw 42: 19-23+ O 13 '38
- Kentucky association of insurance agents 43d annual meeting, Louisville, June 16-17. East Underw 39:27 Jl 1 '38; Ins Field (Fire ed) 67:5+ Je 23 '38; Nat Underw 42:4+ Je 23 '38
- Let the public sample your survey. J. W. Mason. Ins Field (Fire ed) 67:24-5 O 13 '38
- Louisiana insurance society 19th annual meeting, Alexandria, May 18-20. Ins Field (Fire ed) 67:16 My 26 '38; Nat Underw 42:4+ My 26 '38
- Magic words that make people buy. E. Wheeler. Il Ins Field (Life ed) 67:18-19 O 21 '38
- Maryland association of insurance agents annual convention, Cumberland, Oct. 20-22. Ins Field (Fire ed) 67:14+ O 20 '38
- Massachusetts insurance agents association 39th annual convention, Springfield. East Underw 39:24 O 28 '38
- Meeting competition; how a line went to stock company agency after a real survey. Ins Field (Fire ed) 67:12-13 S 15 '38
- Meeting mutual competition. L. D. Mahoney. Ins Field (Fire ed) 66:10-11 N 25 '37
- Meeting non-stock competition; plan of Insurance board of Scranton, Pa. Ins Field (Fire ed) 67:23-4 O 20 '38
- Michigan agents 41st annual convention, Muskegon. Ins Field (Fire ed) 67:38 O 6 '38; Nat Underw 42:23-5 O 8 '38
- Minnesota association of insurance agents 40th annual meeting, St Paul. Weekly Underw 139:652 O 1 '38; Nat Underw 42:5+ S 29 '38
- Minnesota underwriters association annual summer meeting, Glenwood. Nat Underw 42:4+ Je 30 '38
- Mississippi association of insurance agents 40th annual convention, Biloxi, May 20-21. Ins Field (Fire ed) 67:9+ My 26 '38; Nat Underw 42:4+ My 26 '38
- Missouri association of insurance agents annual meeting, St Louis. Ins Field (Fire ed) 67:11-13 O 20 '38; Nat Underw 42:4+ O 20 '38
- Montana association of insurance agents annual meeting, Anaconda. Nat Underw 42:9+ S 22 '38
- National fire group survey of agents on advertising and selling. East Underw 38:31+ N 19 '37; Nat Underw 41:35 N 18 '37
- Nebraska association of insurance agents annual meeting, Lincoln, May 18-19. Ins Field (Fire ed) 67:17 My 26 '38; Nat Underw 42: 3+ My 26 '38
- Needs of the local agent. L. J. McCoy. Ins Field (Fire ed) 67:7-8 F 24 '38; Same cond. East Underw 39:36 Mr 4 '38
- New England associations of insurance agents annual meeting, Poland Spring, Me. Weekly Underw 139:56+ 58, 60-1 Jl 9 '38; East Underw 39:19-20 Jl 15 '38; Ins Field (Fire ed) 67:7+ Jl 14 '38; Spectator (Property ed) 4:10-12+ Jl 14 '38
- New Hampshire association of insurance agents annual meeting, Manchester. Nat Underw 42:4+ O 20 '38
- New Jersey association of underwriters 45th annual convention, Asbury Park, Sept. 15-16. East Underw 39:23-4 S 23 '38; Ins Field (Fire ed) 67:5-6 S 22 '38; Nat Underw 42:5+ S 22 '38; Weekly Underw 139:581 S 24 '38
- New Jersey association of underwriters mid-year meeting, Trenton, March 10-11. East Underw 39:21+ 50+ Mr 18 '38; Ins Field (Fire ed) 67:9+ 10 Mr 17 '38; Nat Underw 42:3+ Mr 17 '38
- New Mexico association of insurance agents annual meeting, Santa Fe. Nat Underw 42: 8 S 29 '38
- New plea that companies confer with agents. C. S. Liscomb. Ins Field (Fire ed) 67:6 F 17 '38; Excerpts. Nat Underw 42:23 F 17 '38
- New York state association of local agents annual meeting, Syracuse. East Underw 39: 19-20+ My 27 '38; Ins Field (Fire ed) 67: 9-10+ My 26 '38; Nat Underw 42:3+ My 26 '38; Weekly Underw 138:1229-31 My 28 '38; Spectator (Property ed) 3:10-13+ Je 2 '38
- 1939 model production methods. R. A. Duffus. East Underw Extra ed 39:18 O 1 '38; Same. Ins Field (St Paul Conv Daily ed) 67:20-1 S 29 '38; Excerpts. Nat Underw Conv no 42:20 S 30 '38; Weekly Underw 139:657 O 1 '38
- North Carolina association of insurance agents annual convention, Asheville, May 8-10. Ins Field (Fire ed) 67:7+ My 12 '38; Nat Underw 42:5+ My 12 '38
- Ohio association of insurance agents annual meeting, Akron. Ins Field (Fire ed) 67:25-6 O 20 '38; Nat Underw 42:21+ O 20 '38
- Oklahoma association of insurers annual convention, May 19-20. Ins Field (Fire ed) 67:18 My 26 '38; Nat Underw 42:40 My 19; 33+ My 26 '38
- Opinion public holds of service by agents; mutual company competition; abstracts. E. M. Allen. East Underw 38:38 N 26 '37; Nat Underw 41:22 N 25 '37
- Oregon state agents association annual meeting, Portland, Aug. 18-19. Ins Field (Fire ed) 67:7+ Ag 25 '38; Nat Underw 42:5+ Ag 25 '38

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Pennsylvania association of insurance agents annual convention, Wernersville, Pa. East Underw 39:33 S 16; 33 S 23 '38; Ins Field (Fire ed) 67:6+ S 15 '38; Nat Underw 42:3+ S 15 '38

Personal selling. W. L. G. Johnson. Ins Field (Fire ed) 66:10 O 28; 3 N 4; 8 N 11; 10 N 18; 10 N 25 '37

Plea for quality agents, quality companies, quality market. W. Fetzter, Jr. Nat Underw 42:4+ Je 2 '38

Pointers for local agents. Published in weekly numbers of National underwriter

Public relations of insurance in hands of producers. C. F. Liscomb. East Underw 39:26 J1 1 '38

Recent economic changes offer new opportunities. H. W. McGee. Nat Underw 41:3+ N 11 '37

Robinson Crusoe, and his footprints; meeting low-price competition. W. Potter. Weekly Underw 139:596+ S 24 '38; Excerpts. East Underw 39:42 S 23 '38; Ins Field (Fire ed) 67:4 S 29 '38

Rural agents association of New York meeting, Canandaigua. Nat Underw 42:3+ J1 28 '38

Sales field; successful selling. Published in weekly numbers of Insurance field (Fire and casualty edition)

Sales stimulation. C. W. Young. East Underw 39:30+ Ag 26 '38

Secret of the successful survey. C. W. Smithe-man. Ins Field (Fire ed) 67:18-19 O 20 '38

Securing a million dollars' worth of publicity without cost. C. Davidson. East Underw 39:3+ Ja 14 '38

Should improve leisure hours. R. J. Mayle. Nat Underw 42:5 N 3 '38

Simplified survey on present policyholder. W. J. Traynor. Ins Field (Fire ed) 67:24-5 O 6 '38

Snap-shot idea that makes one agent's surveys more effective. Ins Field (Fire ed) 67:26 O 27 '38

Sound investments. W. H. Bennett. Ins Field (Fire ed) 67:7+ Ag 13 '38

South Carolina association of insurance agents annual meeting, Rock Hill, May 11-12. Ins Field (Fire ed) 67:7-8 My 19 '38; Nat Underw 42:5+ My 19 '38

South Dakota association of insurance agents annual convention, Mitchell. Nat Underw 42:3+ O 13 '38

Steps needed to improve public relations effort; abstracts. C. F. Liscomb. East Underw 39:18+ Ja 21 '38; Ins Field (Fire ed) 67:8 Ja 20 '38; Nat Underw 42:3+ Ja 20 '38; Weekly Underw 138:252 Ja 22 '38

Stock companies' aids to agents. R. Bird. Nat Underw 42:5 O 13 '38

Stock insurance forces urged to aid in advancement; education of public; abstracts. C. F. Liscomb. Ins Field (Fire ed) 67:5-6+ Mr 24 '38; Nat Underw 42:5+ Mr 24 '38; Weekly Underw 138:737+ Mr 26 '38

Stock insurance must command name and value that people will pay for; abstracts. W. Fetzter, Jr. East Underw Extra ed 39:7+ O 1 '38; Ins Field (St Paul Conv Daily ed) 67:14+ S 29 '38; Nat Underw Conv no 42:24+ S 30 '38; Weekly Underw 139:649+ O 1 '38

Surveys are the agent's best competitive weapon. J. D. Hall. Ins Field (Fire ed) 67:29 O 6 '38

Surveys show public wants agents' services. W. Fetzter, Jr. East Underw 38:89+ D 3 '37

Tax appeals board decides case in favor of insurance agent; ordinary and necessary business expenses. East Underw 39:34 J1 1 '38

Ten suggestions for agents. C. F. Liscomb. East Underw 39:18 O 28 '38

Tennessee association of insurance agents 45th annual convention, Memphis, Oct. 13-14. Ins Field (Fire ed) 67:12-14 O 20 '38; Nat Underw 42:15 O 20 '38

Tennessee association of insurance agents incorporate and adopt constitution. Ins Field (Fire ed) 67:5-6+ Mr 10 '38; Nat Underw 42:9+ Mr 10 '38

Texas association of insurance agents annual meeting, Galveston, May 20. Ins Field (Fire ed) 67:14 My 26 '38; Nat Underw 42:30-1 My 26 '38

United front by companies and agents is needed to meet new trend. E. M. Allen. Ins Field (Fire ed) 67:6+ My 12 '38; Conclusions. East Underw 39:39 My 13 '38; Weekly Underw 138:1150 My 14 '38

Urges agency system preservation. W. H. Bennett. Weekly Underw 139:377+ Ag 27 '38

Urges agents to stand for best companies only. B. C. Taylor. Nat Underw 42:21+ Je 9 '38

Urges constructive point of view rather than drive against competitors. R. H. Blanchard. Weekly Underw 139:913+ N 5 '38

Utah fire and casualty insurers' association 18th annual meeting, Salt Lake City, Nov. 27. Ins Field (Fire ed) 66:7-8 D 2 '37; Nat Underw 41:5+ D 2 '37

Value of an agency; abstracts. L. E. Falls. East Underw 39:32+ S 16 '38; Nat Underw 42:3+ S 15 '38; Weekly Underw 139:525-6 S 17 '38

Value of qualified producers. F. W. Brodie. Weekly Underw 139:60+ J1 9 '38

Virginia association of insurance agents annual meeting, Hot Springs. Ins Field (Fire ed) 67:5-6 Je 30 '38; Nat Underw 42:5+ Je 30 '38

West Virginia association of insurance agents annual meeting, Parkersburg. Ins Field (Fire ed) 67:7+ Je 9 '38; Nat Underw 42:3+ Je 9 '38

Why, who, and how is an insurance agent? A. O. Robinson. Weekly Underw 138:305+ Ja 29 '38

Wisconsin association of insurance agents annual meeting, Sheboygan, Wis. Oct. 6-7. Ins Field (Fire ed) 67:12-13 O 13 '38; Nat Underw 42:4+ O 6; 25+ O 13 '38

Wyoming association of insurance agents annual meeting, Casper, Wyo. Nat Underw 42:6+ S 15 '38

Youthful agent building a fine business in a small city. Ins Field (Fire ed) 67:8-9 J1 28 '38

See also

Insurance associations

Insurance brokers

also subdivision Agents under various forms of insurance, e.g. Insurance, Automobile—Agents

also American association of insurance general agents; National association of insurance agents; National association of mutual insurance agents

Advertising

Ad suggestions for insurance agents. Weekly Underw 138:306-8, 1038-40; 139:212-14, 886-8 Ja 28, Ap 30, J1 30, O 29 '38

Local agents participating in safe driver reward plan advertising. Il East Underw 39:33 Ap 1 '38

National board of fire underwriters aids to agents. Il East Underw 39:22 My 13 '38

Part played by advertising in making local agents' way easier. H. K. Schaeffer. East Underw Extra ed 39:24 O 1 '38

Use of direct mail. N. A. White. Nat Underw (Life ed) 42:2 Je 10 '38

W. A. Alexander & co. of Chicago launches advertising campaign to feature agent's value. East Underw 39:47 O 14 '38

Agency management

Adequate office system is essential in local agency. O. Beling. Nat Underw 42:31+ Ja 20 '38

Agency conventions, contests and financing subject of symposium on management. East Underw 39:34 Je 3 '38

Agency management is primarily sales management. E. C. Knapp. Weekly Underw 138:1037+ Ap 30 '38

Are contests profitable? S. R. Rauwolf. Nat Underw 42:22+ My 26 '38

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How fieldmen can help small town agents produce business. M. J. Martin. East Underw 39:19+ F 18 '38
 Improving the efficiency of local agency operations. O. Beling. Weekly Underw 139: 62+ J1 9 '38; Same cond. East Underw 39:30 Je 3 '38; Same cond. Nat Underw 42:53 My 26 '38
 Local agent speaks his mind on non-stock separation in agencies. W. E. Walker. Ins Field (Fire ed) 67:24 O 27 '38
 No uniform plan in financing of agents. E. H. Ferguson. Nat Underw 42:22+ My 26 '38
 Streamlining the agency office. O. Beling. Nat Underw 42:53 My 26 '38
 Value of agency to a purchaser. C. W. Bean. Nat Underw 42:5+ O 6 '38
 Women accorded high place in agency work. C. F. Liscomb. East Underw 39:38 F 4 '38

Collecting of premiums

See Insurance—Premiums, Payment of

Commissions

Acquisition cost rules are to be overhauled by committee of executives. E. J. Schofield. East Underw 39:33 O 28 '38
 Acquisition cost rules to be enforced in Jersey. Weekly Underw 139:439 S 3 '38
 Acquisition costs in Pennsylvania placed on controlled basis. Ins Field (Fire ed) 67:10 J1 28 '38; East Underw 39:33 J1 29 '38; Nat Underw 42:18 J1 28 '38
 Acquisition costs studied in Chicago. Ins Field (Fire ed) 67:9-10 S 15 '38
 Agents give views at Albany code hearing. East Underw 39:18+ Ja 7 '38; Nat Underw 42:5 Ja 6 '38
 Chicago general agents discuss acquisition cost; want 10 percent overwriting commission. Nat Underw 42:18 J1 14; 15 J1 21 '38
 Commission regulation opposed at hearing on N.Y. code bill. East Underw 38:23+ N 19 '37
 General agents confer with Palmer on commissions in Chicago. Ins Field (Fire ed) 67:25 Je 30 '38
 Montana Attorney-General holds resident local agent is entitled to full commission. Nat Underw 41:40 N 18 '37
 New Jersey next on acquisition cost program. Nat Underw 42:15 Ag 18 '38
 No uniform plan in financing of agents. E. H. Ferguson. Nat Underw 42:22+ My 26 '38
 Six companies in deviation on Louisiana commissions. Nat Underw 41:26 D 30 '37
 Southern agents again seek contingent commissions. Ins Field (Fire ed) 67:5+ Mr 3 '38; Nat Underw 42:10 Mr 3 '38
 Uniform commissions desirable. L. H. Pink. East Underw 38:1+ N 26 '37
 West Virginia agents seeking more commission. Nat Underw 42:3 F 3 '38

Contracts

Contract form for agent and solicitor suggested. W. H. Bennett. Ins Field (Fire ed) 66:4 D 30 '37
 Differences between old and new agency contracts listed. W. J. Welsh. Ins Field (Fire ed) 66:7 D 30 '37
 Dispute over casualty agency contract settled; supplementary agreement. Nat Underw 41:24 N 11 '37
 Interpretation of new company-agency agreement; abstracts. W. H. Bennett. East Underw 38:28 N 26 '37; Ins Field (Fire ed) 66:4+ N 18 '37; Nat Underw 41:3 N 18 '37; Weekly Underw 137:1076 N 20 '37
 Joint conference asked on agency contract in Ohio; abstracts. J. A. Lloyd. Ins Field (Fire ed) 66:6 D 2 '37; Nat Underw 41:5+ D 2 '37
 Ohio agents continue to oppose signing of agency contracts. Ins Field (Fire ed) 66:5-6 N 25 '37
 Ohio agreement on agency contract is believed near. Nat Underw 41:3+ D 30 '37
 Suggested changes in agency agreement are made by Fidelity & Casualty of the America Fore group. Ins Field (Fire ed) 66:5-6 N 11 '37

Uniform casualty-surety agency agreement approved; text. East Underw 38:42 N 19 '37; Ins Field (Fire ed) 66:12-13 N 26 '37; Nat Underw 41:19+ N 18 '37; Weekly Underw 137:1094+ N 20 '37

Costs

Control of general agency finances; abstracts. C. F. Collins. East Underw 39:7+ Ja 14 '38; Nat Underw (Life ed) 42:28 Ja 14 '38
 Small town agent is less able to reduce expenses. Nat Underw 41:32 D 30 '37

Law

Aetna Life's agents ruled independent contractors under Social security act. Nat Underw (Life ed) 41:3+ D 24 '37
 Agents and brokers give suggestions to New York code committee. East Underw 38:30 N 19 '37
 Agents' new license regulations in North Carolina. East Underw 39:15 Ja 21 '38; Ins Field (Fire ed) 67:9 Ja 20 '38; Nat Underw (Life ed) 42:11 Ja 21 '38
 Asks prohibition of overhead writing; abstracts. W. H. Bennett. East Underw 39: 30+ O 14 '38; Nat Underw 42:6 O 20 '38; Weekly Underw 139:780 O 15 '38
 Companies contesting the Connecticut tax ruling under the compensation act. Nat Underw (Life ed) 42:7 Je 10 '38
 Defense of resident agent laws. W. H. Bennett. East Underw Extra ed 39:9+ O 1 '38
 Doyle and Bennett differ on solicitor tax status under Social security act. East Underw 38:24 D 17 '37; Ins Field (Fire ed) 66:5+ D 16 '37; Nat Underw 41:19+ D 16 '37; Weekly Underw 137:1256+ D 18 '37
 Employee status of agents under Social security act; Internal revenue bureau issues circular. East Underw 39:14 Mr 4 '38
 High professional standard not result of regulation; licensing law. A. M. O'Connell. Nat Underw 42:11 Mr 31 '38
 Internal revenue bureau memorandum on agents' status under Security act. East Underw 39:4 Ja 14 '38; Ins Field (Life ed) 67:7-8 Ja 14 '38; Nat Underw (Life ed) 42: 1+ Ja 14 '38; Spectator (Life ed) 160:11+ Ja 20 '38; Weekly Underw 138:206+ Ja 15 '38
 Michigan license law cuts number applying. Ins Field (Fire ed) 67:8 Ja 6 '38
 Need conference to iron out resident agency law dispute. Nat Underw 42:8-9 O 13 '38
 Parol evidence in revised ruling on social security. Nat Underw (Life ed) 41:3+ D 17 '37
 Pink clarifies his ruling on delegation of powers; countersigning of policies. Nat Underw 42:4 Mr 31 '38; Weekly Underw 138:806 Ap 2 '38
 Restrictive agency licensing laws create live issue. Nat Underw 42:3+ O 6 '38
 State resident agent laws. R. Murphy. East Underw Extra ed 39:22 O 1 '38
 Statement of facts is filed to improve agency licensing situation in Colorado. Nat Underw 42:37 Je 9 '38
 Status of agents under U. S. social security. R. H. Kastner. Nat Underw (Life ed) 42: 1+ My 27 '38; Same abr. East Underw 39:13 Je 3 '38
 Stringent license rules proposed by Canadian departments. East Underw 39:1+ Ag 26 '38
 U.S. Revenue bureau holds life agents not employees under Social security act. East Underw 38:5 D 10 '37; Ins Field (Life ed) 66:5-6 D 10 '37; Nat Underw (Life ed) 41:1 D 10 '37; Weekly Underw 137:1267+ D 11 '37
 Virginia questionnaire to secure state licenses for agents, solicitors. Nat Underw 42:30 Je 23 '38
 See also
 Insurance agents—
 Contracts
 Multiple line selling
 Building premiums through sale of sidelines. East Underw 39:22 Ag 12 '38

INSURANCE agents—Multiple line selling—*Continued*

Consider these allied fire lines waiting to be merchandised. C. T. Hubbard. Weekly Underw 138:1300-1 Je 4 '38

Peace-of-mind insurance is open road to more commissions. W. M. Houston. Ins Field (Fire ed) 67:11-12 JI 14 '38

Urges building of allied lines by local agents. W. M. Houston. Nat Underw 42:10 Je 30 '38

Part-time agents

Elimination of all part-time agents is aim in California. Ins Field (Fire ed) 67:5 Je 30 '38

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Insurance, Life—
Agents—Part-time agents

Prospects

Here's a success story that may be yours! how Millers National prospecting plan stimulates agents. E. E. Vogt. Weekly Underw 138:45+ Ja 1 '38

How valuable a prospect is the \$1,800 a year man? R. C. Dreher. East Underw 39:31 Ja 14 '38; Same. Ins Field (Fire ed) 67:11-12 Ja 27 '38

Present policyholders are good prospects for additional coverages. S. Welton. Nat Underw 42:25+ O 20 '38

Records

Keeping policyholder records. E. H. Dooling. II Ins Field (Life ed) 67:24 O 7 '38

Selection*See also*

Insurance, Life—
Agents—Selection

Service

Midwest agency commands business through service. Ins Field (Fire ed) 67:11 S 8 '38

Show windows

Agencies with street floor offices have definite advertising advantages; suggestions for window display contest. Weekly Underw 139:354 Ag 20 '38

Use of models for model windows. II East Underw 38:87 D 3 '37

Training

Higher production through education. C. D. Minor. East Underw 39:20 Ap 8 '38

Royal-Liverpool begins educational series; test agents in monthly quiz. Weekly Underw 138:963+ Ap 23 '38; Nat Underw 42:37 Ap 28 '38

Travelers school at Hartford has drawn more than 500. Nat Underw 42:39 Mr 17 '38

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Agents—Training

Unions

Agents union sues C.I.O. for \$1,000,000; National association of industrial insurance agents. East Underw 39:10 Ag 5 '38; Weekly Underw 139:241+ Ag 6 '38

Courts to settle status of agents under labor law; Metropolitan Life-C.I.O. case. Nat Underw (Life ed) 42:1+ JI 8 '38

Insurance agents progress is new publication of National association of industrial insurance agents. Nat Underw (Life ed) 41:24 D 10 '37

Metropolitan Life ordered to bargain with CIO union. Nat Underw (Life ed) 42:11 JI 29 '38; Ins Field (Life ed) 67:16 JI 29 '38

Metropolitan Life's letter to field following union activities. East Underw 38:5+ N 12 '37

National labor relations board confers with Metropolitan Life and C.I.O. Nat Underw (Life ed) 41:3 N 12 '37

New York state labor board sustained in ruling against Metropolitan life insurance co; directed to bargain with C.I.O. union. Comm & Fin Chr 147:657-8 JI 30 '38

New York state labor relations board orders Metropolitan life insurance co. to bargain with union. Comm & Fin Chr 146:3890 Je 18 '38

Possibility of shift of C.I.O. industrial agents to independent contractor. Nat Underw (Life ed) 42:1 JI 15 '38

Two words are crux of Metropolitan's appeal in CIO case; any employee. Nat Underw (Life ed) 42:4+ O 21 '38

Union demands recognition in Wisconsin. Nat Underw (Life ed) 42:15-16 Je 17 '38

Women agents

Form an association; Insurance women's association of New Jersey. East Underw 39:30 F 11 '38

Growing number of women attend New Jersey agents' meeting. East Underw 38:73 D 3 '37

New Hampshire insurance women's league organized. Nat Underw 41:11 D 2 '37

Woman special agent in Wisconsin making a notable success. Nat Underw 41:14 N 18 '37

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Insurance, Life—
Agents—Women agents

INSURANCE as a profession

Career men; professionalization of agency and brokerage status would benefit companies. A. F. Felker. Weekly Underw 138:409+ F 12 '38

Life underwriting as a vocation. H. E. North. Weekly Underw 138:772 Mr 26 '38

Qualities of a profession. R. C. Hutchison. Ins Field (Houston Conv Daily ed) 67:9 S 22 '38

Survey on recruiting of college seniors; abstracts. K. R. Miller. East Underw 39:11 N 4 '38; Nat Underw (Life ed) 42:26 N 4 '38; Weekly Underw 139:913+ N 5 '38

INSURANCE associations

Association activity in Tennessee is like a 15-ring circus. J. D. Saint. East Underw 39:32 JI 29 '38

Association of Indiana legal reserve life insurance companies; activities. East Underw 38:53 D 3 '37

Best way to operate local association. Nat Underw (Life ed) Daily ed 42:16 S 23 '38

Chairmen of the American marine insurance syndicates. S. D. Livingston. East Underw 38:95 D 3 '37

Chicago association of life underwriters now largest in membership, half century old. East Underw 39:3 Ag 5 '38

Janisch named adviser of Service men's protective association. Ins Field (Fire ed) 67:7 JI 21 '38

Jim Callahan leads strong state group; the Missouri association. Ins Field (Life ed) 67:7 O 21 '38

Negro insurance association holds Cleveland sessions. Nat Underw (Life ed) 42:12 Je 24 '38

New Hampshire insurance women's league organized. Nat Underw 41:11 D 2 '37

New Jersey state association of life underwriters organization meeting. Newark. East Underw 39:14 My 13 '38

Ohio reverberation from agents rally raising issue of centralization of authority or states rights. Nat Underw 42:5+ O 27 '38

Ohio underwriters organize new state accident and health association. Ins Field (Fire ed) 67:12 Je 30 '38

Plea for national unity in association work. A. I. Wolff. Nat Underw 42:14 O 20 '38

Service men's protective association executive meeting. Boston. East Underw 39:16 JI 1 '38; Weekly Underw 139:5+ JI 2 '38

Service men's protective association to be active. C. C. Hewitt. Weekly Underw 139:289+ Ag 13 '38

Spectator; annual organization number. Spectator (Life ed) 139:5-36 sec 2 D 23 '37

Underwriters organizations, with respective secretaries and addresses. Spectator (Life ed) 139:24-8+ sec 2 D 23 '37

See also

Insurance—Pools

INSURANCE brokers

Autonomy asked for Chicago branch of National bureau of casualty & surety underwriters. Nat Underw 42:25-6 O 27 '38

Breach of contract suit involves firm of James Roosevelt; Johnston article causes stir in insurance circles. Ins Field (Life ed) 67:5-6 J1 3 '38

Broker given damages for unfair competition in bus insurance case. Nat Underw 42:23 My 12 '38

Brokers and agents can work together. H. W. Schaefer. East Underw 39:27 My 13 '38

Brokers file recommendations on revision of New York laws. East Underw 39:26+ Ja 21 '38

Brokers give suggestions to New York code committee. East Underw 38:30 N 19 '37; Weekly Underw 137:1073+ N 20 '37

Brokers to enlarge their national association. Nat Underw 42:5+ J1 28 '38

Collier's to print facts about risks of James Roosevelt. East Underw 39:1+ J1 15 '38

Comprehensive program for future. H. W. Schaefer. East Underw 39:25 Je 3 '38

Facilities of B.D.O. extended to New York brokers. Ins Field (Fire ed) 67:6 Je 16 '38

Favorite broker bill opposed and defended at hearing in Albany; right of mortgagee to select insurer. East Underw 39:30 Mr 4 '38

Insurance broker personalities; representative leaders on William street. East Underw 39:20 J1 29; 26 Ag 5 '38

Insurance brokers association of New York code of professional standards. East Underw 39:18+ F 25 '38

Insurance brokers association of New York 40th anniversary meeting. East Underw 39:26 Ap 29 '38; Ins Field (Fire ed) 67:9-10 Ap 28 '38; Nat Underw 42:21+ Ap 28 '38; Weekly Underw 138:1016+ Ap 30 '38

Insurance brokers association of New York reviews history. East Underw 39:26 Ap 15 '38

James Roosevelt's risks detailed by Saturday evening post. East Underw 39:1+ J1 1 '38; Weekly Underw 139:6+ J1 2 '38

Jimmy Roosevelt's John Sargent. R. Sanborn. East Underw 39:40+ pt 2 O 7 '38

National brokers leaders in Chicago conference adopt strong resolution denouncing political control and placing of insurance. Nat Underw 42:3+ J1 21 '38; East Underw 39:22 J1 22 '38; Ins Field (Life ed) 67:5 J1 22 '38; Weekly Underw 139:155 J1 23 '38

New California rules governing the writing of surplus lines. Nat Underw 42:19+ F 24 '38; Ins Field (Fire ed) 67:24 F 24 '38

New York brokerage scheme is held to be rebate. Nat Underw 42:6 Mr 17 '38; East Underw 39:42 Mr 18 '38

New York brokers given pointers on meeting price competition. East Underw 39:28 Je 17 '38

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What about John Sargent's income? James Roosevelt's partner. East Underw 39:30 J1 8 '38

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Carpenter of California resigns. East Underw 39:23 Je 10 '38; Nat Underw (Life ed) 42:3 Je 10 '38

Harrington appointed to succeed De Celles in Massachusetts. Weekly Underw 138:855 Ap 9 '38; Ins Field (Life ed) 67:7 Ap 15 '38; Nat Underw (Life ed) 42:1 Ap 15 '38

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Agricultural Life is placed in custody of Michigan dept. Ins Field (Life ed) 67:5 Ap 1 '38; Nat Underw (Life ed) 42:3+ Ap 1 '38

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Company affiliations in West; tabulation. Nat Underw 42:10 Ag 18 '38

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Fidelity insurance company of Atlantic City purchased by Frank Cohen and associates. Nat Underw 41:15 N 37 '37; Nat Underw (Life ed) 41:3+ D 31 '37

Hercules deal is approved; merger with Washington National. Nat Underw (Life ed) 42:18 My 20 '38

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Opportunity for insurance to present data in building public policy; pending federal investigation. T. I. Parkinson. Ins Field (Life ed) 67:4 Ag 26 '38

Pacific National completes plan for western unit. Nat Underw 42:4 My 12 '38

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Policyholders National Life changing from a mutual to a stock company. Nat Underw (Life ed) 42:13 Ag 19 '38

Progress of new reinsurer; Reinsurance corporation of New York. Nat Underw 41:14 pt 2 D 30 '37

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Sears, Roebuck, Giannini deal is terminated. Nat Underw (Life ed) 42:1+ Ap 22 '38
 Southland Life and Gulf States Life of Dallas are merged. Ins Field (Life ed) 67:5-6 Mr 11 '38; Nat Underw (Life ed) 42:1 Mr 11 '38; Spectator (Life ed) 140:14 Mr 17 '38; Weekly Underw 138:654 Mr 12 '38
 Transportation insurance company chartered in Illinois; a Continental Casualty affiliate. Weekly Underw 138:473 F 19 '38; Nat Underw 42:3+ F 17 '38
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Increasing effectiveness of trade paper advertising by direct mail. E. E. Vogt. Spectator (Life ed) 141:14 S 15 '38
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Conservation handled by Canadian companies through branch offices. E. A. Brock. East Underw 39:5 Ap 22 '38
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Analyzes Pink's arguments. S. L. Carpenter, Jr. Nat Underw (Life ed) 42:1+ Je 17 '38; Excerpts. Weekly Underw 138:1397 Je 18 '38
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 Committee appointed by Liscomb to study examinations rift. Ins Field (Fire ed) 67:7 Je 2 '38
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Big housing project; Metropolitan Life buys 120 acres in Bronx. *Business Week* p50-1 Ap 16 '38

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Case hardening	ing
Cast iron	Iron works
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Galvanizing	Sintering
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Limonite	Pyrrhotite

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Assembling methods
Automobile engines—
Manufacture
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- MACHINE shops—Employees**
Machine shops—
Records
Machinery, Replacement of
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- MACHINE shop practice**
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See also

- | | |
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| Automobile engines—
Manufacture | Foundry practice |
| Babbitting | Gages |
| Bearings—Manufac-
ture | Grinding |
| Bending | Indexing (machine
work) |
| Broaching | Lathes |
| Chucks | Locomotive shops |
| Connecting rods—
Manufacture | Machine shop man-
agement |
| Cylinders (engines,
etc.)—Manufac-
ture | Machine tools |
| Dies | Machinery |
| Drafting room prac-
tice | Metal cutting |
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(metal working,
etc.) | Milling |
| Electric driving | Railroads—Shops |
| Forging | Riveting |
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| | Rolling mills |
| | Sheet metal work |
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|------------------------------|----------------------------|
| Automobile factories | Machine shop prac-
tice |
| Electric driving | Machine tools |
| Locomotive shops | Railroads—Shops |
| Machine shop man-
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*See also***Machinists****Equipment**

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- Locomotive shops—
 Equipment
- Machine tools

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See National machine tool builders' association

- MACHINE tool dealers, Associated.** *See* Associated machine tool dealers

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See also

Bending machines	Machine tool industry
Broaching machines	Metal cutting
Chamfering machines	Milling cutters
Chucks	Milling machines
Cutting machines	Planing machines
Cutting tools	Pneumatic tools
Drilling and boring machinery	Polishing machines
Feed mechanism	Press tools
Gear cutting machines	Reamers
Grinding machines	Saws
Lathes	Screw machines
Machine shop practice	Shapers
	Shears (machines)
	Threading machines
	Tool steel

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Cotton machinery Pneumatic convey-
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Crankshafts Power transmission
Crushing machinery Presses
Cutting machines Pressing machinery
Cylinders (engines, Printing presses
etc.) Pulleys
Diesel engines Pumping machinery
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Drilling and boring Rayon machinery
machinery Refrigeration and
Dyeing machines refrigerating ma-
Electric machinery chinery
Engineering Road making ma-
Excavating ma- chinery
chinery Rock drills
Fans, Mechanical Roller bearings
Feed mechanism Rolls
Fits (machinery) Rubber machinery
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Foundry machinery Shafts
Friction Shoveling machines
Gas and oil engines Spinning machinery
Gearing Springs (mechanism)
Hoisting machinery Steam engines
Hosiery machines Steam turbines
Hydraulic machinery Testing machines
Hydraulic presses Textile machinery
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(machinery) Valves
Knitting machines Vending machines
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| Display of merchandise | Retail stores, Manufacturers' |
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| Exhibits | Sales policies |
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Boilers	Mechanical handling
Chemical engineering	Mechanics
Electric engineering	Motor trucks
Fuel	Packing
Hydraulic machinery	Power (mechanics)
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Coke handling	Mine hoisting
Conveying machinery	Motor trucks, Industrial
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Electric trucks, Industrial	Pneumatic conveying
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Catalogs	Mail order business
Chain stores	Marketing
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Delivery of goods	Premiums (merchandizing)
Department stores—Management	Price cutting
Display of merchandise	Price policies
Electric apparatus and appliances—Merchandizing	Purchasing
Exhibits, Traveling	Retail trade—Store management
Fashion	Sales management
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Cutting tools
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Gear cutting
Lubrication and lubricants (cutting and grinding)
Machine tools

Machine work
Milling
Milling cutters
Oxyacetylene cutting
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| Assaying | Mineralogical analysis |
| Copper—Analysis | |
| Gold—Analysis | Silver—Analysis |
| Iron—Analysis | Steel—Analysis |
| Lead—Analysis | Tin—Analysis |
| Magnesium—Analysis | Zinc—Analysis |

METALLURGICAL apparatus*See also*

Ball mills	Magnetic separators
Classifiers	Metallurgical plants—
Converters	Equipment
Crushing machinery	Tube mills
Furnaces, Metallurgical	

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Blast furnaces	Smelting works
Iron works	Steel works
Ore treatment	

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| Converters | lurgical |
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| Alloys | Metallurgical analysis |
| Aluminum metallurgy | Metallurgical plants |
| Amalgams | Metallurgical research |
| Blast furnaces | Metals |
| Chemistry, Technical | Molybdenum |
| Copper metallurgy | Nickel metallurgy |
| Cyanide process | Open hearth process |
| Electrodeposition of metals | Ore treatment |
| Electrometallurgy | Pickling (metals) |
| Flotation process | Platinum metallurgy |
| Flue dust | Refractory materials |
| Furnaces, Metallurgical | Silver metallurgy |
| Gold metallurgy | Sintering |
| Iron metallurgy | Slag |
| Lead metallurgy | Smelting |
| Manganese metallurgy | Steel metallurgy |
| Metallography | Tin metallurgy |
| | Zinc metallurgy |

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See also

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| Alkali metals | Brass |
| Alloys | Bronze |
| Aluminum | Cast iron |
| Amalgams | Cesium |
| Annealing | Chromium |
| Antimony | Cobalt |
| Babbitt metal | Copper |
| Bearing metals | Corrosion and anti-corrosives |
| Beryllium | Creep of metals |
| Bismuth | |

METALS—See also—*Continued*

Deformations (mechanics)
 Earths, Rare
 Electrodeposition of metals
 Electrometallurgy
 Electrons—Emission from metals
 Fatigue in metals
 Films, Metallic
 Foundry practice
 Geology
 Gold
 Hardness
 Heat treatment
 Indium
 Iron
 Lead
 Lithium
 Magnesium
 Manganese
 Mercury
 Metal trade
 Metallography
 Metallurgy
 Mineralogy
 Mines and mineral resources

Molybdenum
 Nickel
 Ore deposits
 Pickling (metals)
 Platinum
 Platinum metals
 Potassium
 Precious metals
 Radium
 Sheet metal
 Silver
 Slag
 Sodium
 Solder and soldering
 Solutions, Solid
 Steel
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 Strength of materials
 Tantalum
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 Tin
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 Tungsten
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See also

Metallurgical analysis

Coloring

See Metal coloring

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Annual meeting, 15th, Tulsa. Oil & Gas J 37:43-4 My 19 '38

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Annual meeting, 35th, New York, Feb. 21-23.

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Annual meeting, 32d, Cincinnati, Jan. 12-14. Eng N 120:119-20 Ja 20 '38; Brick & Clay Rec 92:24-5 F '38

NATIONAL pest control association (formerly National association of exterminators and fumigators)

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NATIONAL petroleum association

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NATIONAL provincial bank, limited

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NATIONAL public service corporation

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Annual meeting, 19th, Skytop, Pa. Ptr Ink 185:29 O 13 '38

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Officers and executive committee; 1937-38. Nat Safety N 36:95 D '37

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Sectional officers elected for 1938-39. Nat Safety N 38:62-3 N '38

Silver jubilee congress, Chicago, East Underw 39:43, 50-1 O 14; '38 O 21 '38; Ins Field (Fire ed) 67:9-10 O 13 '38; Nat Underw 42:31+ O 13 '38

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Seeking greater financial support for its research program. A. D. Dann. Rock Prod 41:58 F '38

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Annual convention, 1st, Pittsburgh, Sept. 13-16. Business Week p15 S 17; 28-9 S 24 '38
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Brass tacks for the investor; brief analysis. Barron's 18:20 Jl 11 '38

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Report for 1937; first consolidated annual statement. Comm & Fin Chr 146:1408-9 F 26 '38

Stocks cheap on earning power. R. Merrill. Mag of Wall St 61:587 F 12 '38

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NATIONAL thrift week. See Saving**NATIONAL railroads**

Money in tours; National railroads system. Il Ry Age 104:1014 Je 18 '38

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Mid-year meeting, Milwaukee, June 14-15. Heat & Ven 35:61 Jl '38; Sheet Metal Worker 29:48, 50 Jl '38

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Placements. M. H. S. Hayes. Monthly Labor R 47:64-6 Jl '38

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Nationalism and the communal mind. E. H. Hankin. 199p 7s 6d Watts & co, London '37

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Fuel	Water power
Gas, Natural	Water supply
Mines and mineral resources	

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NEW HAVEN, Connecticut

NEW JERSEY

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Atoms	Electricity
Biological physics	Electrons
Center of mass	Evaporation
Chemistry	Expansion (heat)
Chemistry, Physical	Fluids
and theoretical	Free energy
Compressibility	Friction
Diffusion	Gases
Elasticity	Geophysics

PHYSICS—See also—*Continued*

Hydraulics
Hydrodynamics
Ionization, Electro-lytic
Ionization, Gaseous
Ions
Light
Liquids
Magnetism
Mechanics
Molecules
Optics
Particles
Photoelasticity
Physical instruments
Plasticity
Pressure

Quantum theory
Radiation
Radioactivity
Reflection (optics)
Relativity (physics)
Sound
Steam
Strains and stresses
Temperature
Thermodynamics
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Viscosity
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Kymograph

Lie detectors

Respiratory apparatus

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Anesthetics
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Bile acids
Biological chemistry
Blood—Analysis

Blood—Coagulation
Carbohydrates
Cells
Chemistry, Medical
and pharmaceutical

PHYSIOLOGICAL chemistry—See also—Cont.

Cholesterol	Nerves
Enzymes	Nutrition
Hormones	Poisons
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Blood	Old age
Bones	Physiological chemistry
Botany—Physiology	Psychology, Physiological
Brain	Respiration
Cells	Temperature—Physiological effect
Diet	Temperature, Animal and human
Digestion	Tissues
Electrophysiology	Ultra-violet rays—Physiological effect
Fatigue	
Growth	
Metabolism	
Muscle	
Nervous system	
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Advertisements, Pic- Paintings
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Rate setting Wages
Time study

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Iron
Iron founding

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Electric conduits	Pipe laying
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Gas, Natural—Pipe	Sewerage
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Gas pipes	Water distribution
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Blood pressure	Strains and stresses
Compressibility	Vacuum
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| Ben Day process | Photography |
| Block printing | Photolithography |
| Blotters | Photomechanical |
| Book industry and trade | processes |
| Business cards | Posters |
| Calico printing | Printing offices |
| Color printing | Printing presses |
| Covers (printing) | Printing trade |
| Envelopes—Printing | Proofreading |
| Ink | Publishing |
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| Cooling of fruit and vegetables | Piping (refrigerating plants) |
| Cooling of water | Refrigerants |
| Electricity in air conditioning | Refrigerating plants |
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Closed ends of shells reduced by rolling on

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il plan Steel 102:53-4 My 2 '38

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- Republic's 98-inch strip mill at Cleveland. *il* Steel 102:36-9 Mr 21; 38-41+ Mr 23 '38;
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- Rod and strip mill increase output of Sparrows Point plant. *il* Blast F & Steel Pl 26:677-9 J1 '38
- Roll heating; gas roll heater, comparison with electric heater. T. R. Matthews. *il* Steel 102:64+ Ap 4 '38
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- Stainless strip is Barium's specialty. T. W. Lippert. *il* Iron Age 140:53-5 D 9 '37
- Steel mill equipment in 1937. T. C. Campbell. *il* Iron Age 141:385-8+ Ja 6 '38
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- Yoder flat stock units. *il* Steel 102:42 Mr 28 '38
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- Lubrication of pinions and roll neck bearings in modern steel plants. J. F. Pelly. *il* Iron Age 140:40-7 D 16 '37
- Making gears for transmitting 8000 horsepower used in driving rolling mills; Lewis foundry & machine co. C. O. Herb. *il* Mach 44:583-7 My '38

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- Design and operation of a modern blooming mill. W. F. Cartwright. *il* diags Engineer 165:631-2 Je 3 '38; Same. Inst Mech Eng Proc 139:250, 252 '38
- Heavy mill in Yugoslavia. plan Blast F & Steel Pl 26:530 My '38
- Jones & Laughlin's new strip mill. Iron Age 140:48-9 D 16 '37; Same. Blast F & Steel Pl 26:194a F '38
- Layout of Mesta 76-in. and 44-in. mills at Inland. Blast F & Steel Pl 26:supp S '38
- No backtracking; mill modernization program features new layout; Reeves steel & mfg. co. H. W. Lynn. Steel 103:39 Ag 29 '38

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- Emphasizes safety; innovations in building design, equipment and controls; Pittsburgh mill of Jones & Laughlin steel corp. *il* Steel 102:56, 58 My 9 '38
- Safety pays dividends; Jones and Laughlin use American standard safety codes. H. J. Griffith. *il* Ind Stand 9:153-6 J1 '38; Same cond. Safety Eng 75:19-21 Je '38; Same cond. Steel 102:56, 58 My 9 '38; Same. Nat Safety N 38:14-15+ J1 '38
- Stockholders in safety. C. R. Hook. *il* Nat Safety N 38:10-11, 61+ N '38

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Catalogs
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Consignment selling
Credit
Dealer helps
Dealer relations
Discount. Trade
Display of merchandise
Guaranty of goods
Instalment plan
Jobbers
Marketing
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Price fixing
Price fixing, Resale
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Products, Improved
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Returned goods
Sales management
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Advertising	Mail order business
Advertising, Soliciting	Marketing
of	Merchandizing
Advertising and salesmen	Package goods
Business	Prospect lists
Buying habits	Sales contests
Consignment selling	Sales conventions
Employees as salesmen	Sales letters
Guaranty of goods	Sales management
Insurance, Life—	Salesmen's portfolios
Agents	Samples (merchandizing)
Insurance agents	

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|---|--------------------------|
| Advertising, Soliciting of | Insurance, Life--Agents |
| Advertising and salesmen | Insurance agents |
| Automobile industry and trade--Salesmen | Printing trade--Salesmen |
| Employees as salesmen | Sales contests |
| Gas companies--Salesmen | Sales conventions |
| | Sales management |
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 Agents—Selection

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Agents—Training	Training
Insurance agents—	Salesmen, Retail—
Training	Training
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| Chlorides | Nitrates |
| Crystallization | Phosphates |
| Electrolytes | Salt |
| Halides | Sulfates |
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Stripping	lamation
Oil reclamation	Scrap metal
Refuse, Utilization of	Solvents—Recovery
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| Distillation apparatus | Magnetic separators |
| Dust | Ore treatment |
| Dust removal | Osmosis |
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| Filters and filtration | Sink-and-float process |
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| Centrifuges | |
| Classifiers | |
| Concentrating tables | Oil separators |
| Electrostatic separators | Magnetic separators |
| Evaporators | Screens |
| | Steam separators |
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| Plumbing | Sewer pipes |
| Sanitary engineering | Sewers, Concrete |
| Sewage disposal | Trade waste |
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Copperwork	Shells (metal work)
Exhaust systems	Stamping
Pipes	Tin cans
Press tools	Tin plate
Presses	Tubes
Rolling (metal work)	Ventilators
Rolling mills	Water tanks

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Freight handling
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Ports
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Chromium steel	Steel, Hardening of
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| Chromium nickel steel | Steel, Automobile |
| Chromium steel | Steel, Corrosion resisting |
| Ferroalloys | Steel, Heat resisting |
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Stocks

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| Cold storage | Racks |
| Eggs—Storage | Sheet steel—Storage |
| Fruit—Storage | Stores systems |
| Gasoline storage | Warehouses |
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Chain stores	Men's stores
Clothing stores	Millinery stores
Department stores	Plumbing shops
Drug stores	Retail trade
Electric shops (retail trade)	Shoe stores
Florists' shops	Show windows
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| Color in the textile industries | Textile fibers |
| Cotton fabrics | Textile finishing |
| Crepe | Textile industry |
| Dry goods | Textile research |
| Felt | Tire fabrics |
| Filter cloth | Tricot |
| Fireproofing of textiles | Upholstery |
| Knit goods | Velvet |
| Linen | Waterproofing of textiles |
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Excavation	Tunnel lining
Mining engineering	Tunnel ventilation
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Mine waste	Waste heat
Paper mills—Waste	Waste paper
Petroleum refineries—	Waste products
Waste	Wood waste
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Scrap metal	

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Refuse, Utilization of	Waste fuel
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Blast furnace gas
Boilers, Waste heat
Coke-oven gas
Heat exchangers

Sewage sludge—Gas
production
Steam plants—By-
product power
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Blast furnace gas
Coke manufacture—
By-products
Coke-oven gas
Corncoals
Farm produce—Indus-
trial uses
Fisheries—By-prod-
ucts
Flue dust
Flue gas

Gas manufacture—
By-products
Salvage (waste, etc.)
Scrap metal
Sewage sludge—Gas
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Slag
Straw
Sulfite liquor
Tailings
Trade waste
Waste paper
Wood as fuel

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Cooling of water	Drying
Cooling water	Erosion
Dehydration	Feed water
	Floods

Humidity
 Hydration
 Hydraulic engineering
 Hydraulics
 Hydrolysis
 Ice
 Irrigation
 Mine water
 Mineral waters
 Moisture
 Ocean
 Pumping
 Rain and rainfall

Rivers
 Sea water
 Solution (chemistry)
 Steam
 Undertow
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